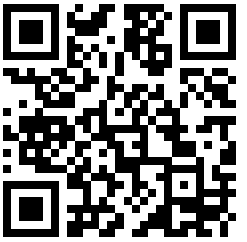
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Hardware World

·PLUMBING AND HEATING·

Important Trade and Business Reports in This Issue

JANUARY 1921

V. 16 Jan—Je 1921 Complete

Converse Tires

More Miles —Less Skid



Announcing—

A New Sound Policy in Tire Merchandising

NOBODY but the Tire Dealer knows what it costs him to do business. Overhead and selling expense vary widely in different localities.

Tire Dealers must add these actual costs of doing business to the wholesale cost of tires before they can set a consumer's price which will show them worthwhile profits.

For these reasons we have discontinued issuing an arbitrary consumer price list on Converse Tires. Hereafter we will simply name the price at which we sell Converse Tires to Dealers. Converse Dealers can then make their own prices—prices which will give them sound profit. (Let us know what prices you decide on and we will gladly print *your* price lists—free, of course—showing *your* prices.)

This new policy hitched to our one-dealer-in-a-district plan, gives the Converse Dealer absolute control of all factors that determine his profits in selling Converse Tires.

On request we will supply you with further information regarding Converse Tires and our Dealer Policy.

CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

Service Branches:

New York—300 Amsterdam Ave. Chicago—618-626 W. Jackson Blvd.

Boston—801 Boylston Street

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Index of Contents, p. 4; Retail Selling Prices, pp. 205-222; Index to Advertisers, p. 225.

Anyone Can Do It

There is no known process we don't use, to increase the wearing qualities of STERLING Tires.

Anyone can use these processes. They're not secret.

But the fact is, practically no other manufacturer uses **all** of them.

1. There's an extra ply in our 30x3½ and it is one of the biggest tires made in that size.

2. Cords only in sizes over 31x4.

3. All air-bag expansion process cured.

4. All hand-made by skilled workmen from the finest materials we can get.

5. Scientifically designed tread, combining the vacuum non-skid with a practical running surface, which will not wear unevenly or cause tread separation. That it is also good-looking was only an incidental and fortunate result.

6. Locked-in bead and reinforced side-wall.

7. Fully guaranteed—6000 miles on Fabrics and 8000 miles on cords.



Sterling Tires

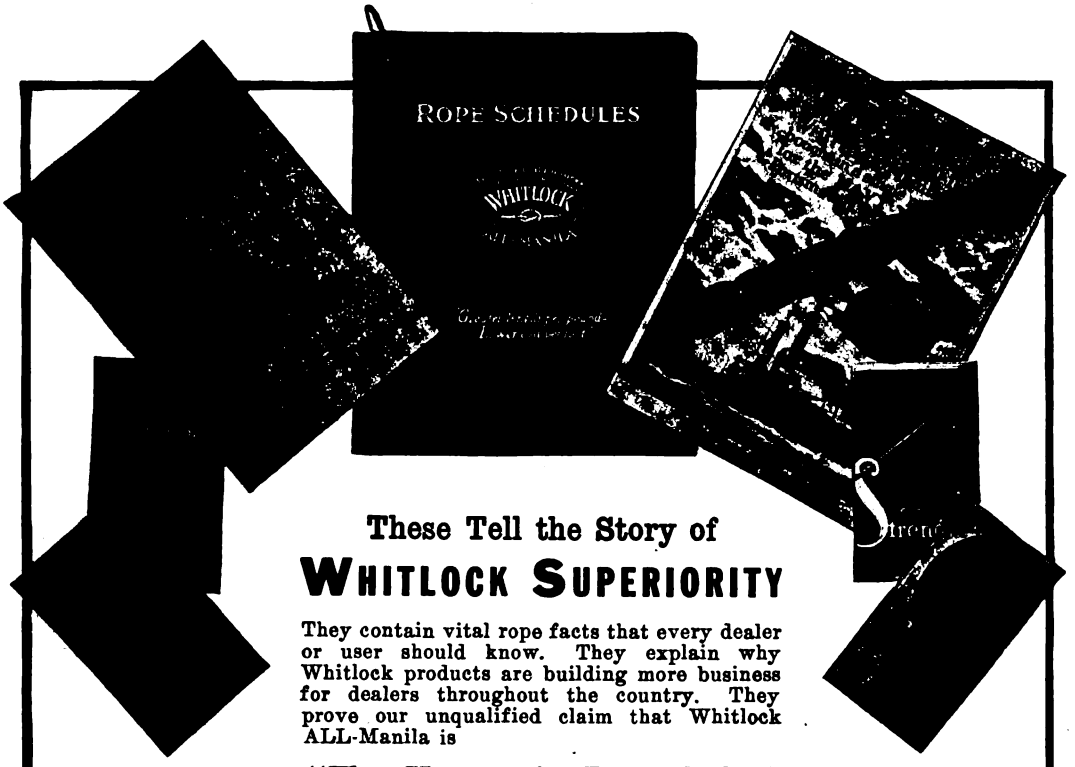
TRADE MARK

STERLING TIRE CORPORATION

Established 1908

RUTHERFORD, NEW JERSEY

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These Tell the Story of

WHITLOCK SUPERIORITY

They contain vital rope facts that every dealer or user should know. They explain why Whitlock products are building more business for dealers throughout the country. They prove our unqualified claim that Whitlock ALL-Manila is

"The Utmost in Rope Value"

We shall be glad to mail you any or all of these circulars.

A brief description of each follows, beginning with the lower left-hand picture.

A—This sixteen-page book "Whitlock Cordage," tells briefly just how carefully Whitlock products are made. It introduces to you each principal kind of rope and explains graphically each step in manufacture from raw fibre to finished coil. It is illustrated by pictures of our up-to-date factory, rope-making processes, and "close-ups" of the finished products.

B—You learn why "Whitlock Transmission Rope" is unsurpassed for life, durability and minimum of stretch.

C—The Federal Trade Commission induced manufacturers to use the term "Manila" only on rope containing 100% Manila fibre. In this reprint from the Cordage Trade Journal, you discover why Whitlock ALL-Manila didn't have to be changed to meet stricter Government requirements. It exceeded them in every respect—quality of fibre, yardage and strength.

D—"Rope Schedules." These tables contain valuable information for everyone interested in high-grade Manila rope. They give sizes, weights, lengths, working and breaking strengths. Also computations are made for costs per 100 feet of all sizes from 3-16 to 2½ inches in diameter. The schedule is reinforced by heavy covers and water-proofed. A time-saver for dealers, engineers and purchasing agents.

E—During the war, the Navy Department placed with us one of the largest orders ever given for rope (1,400,000 lbs.), and our deliveries greatly exceeded our warranties of superior strength, etc,

F—Engineers' tests tell the truth. Here are the cold, straight figures. Four Manila rope samples were tested. Whitlock ALL-Manila proved strongest by a wide margin.

G—You are protected by a guarantee when you buy or sell Whitlock Manila rope. This reproduction of our green tag states exactly what the Whitlock guarantee means.

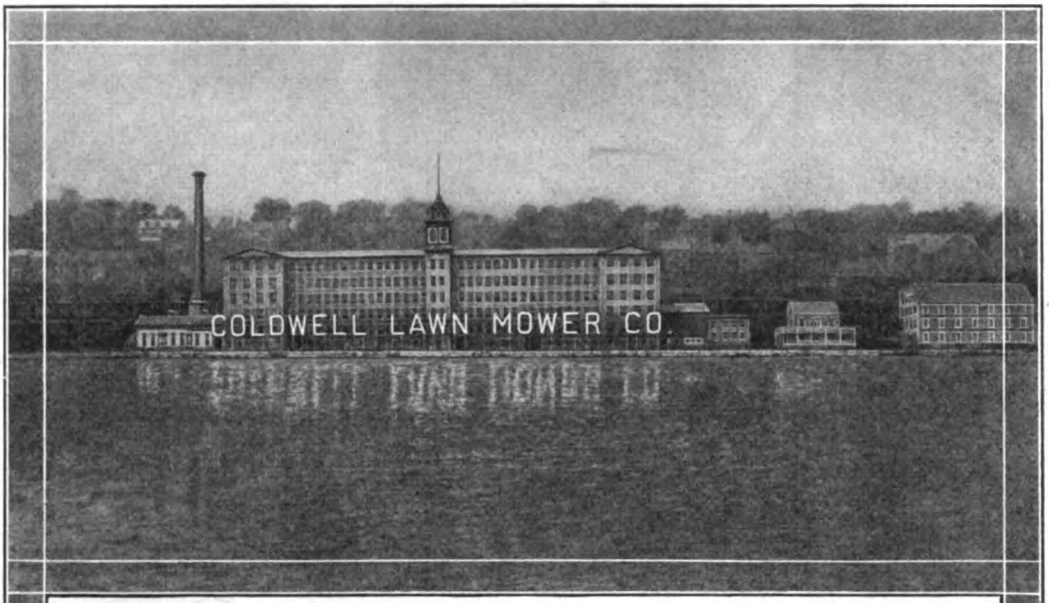
Check the circulars you want; cut off this coupon and mail TODAY.

WHITLOCK CORDAGE COMPANY **46 South Street, New York**

A..... D.....
B..... E.....
C..... F.....
G.....

Name .....
Address .....
.....
..... H. W.

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Coldwell Lawn Mowers

"MAKE BEAUTIFUL LAWNS"

Your Customers Will Be Satisfied With

Coldwell's Imperial

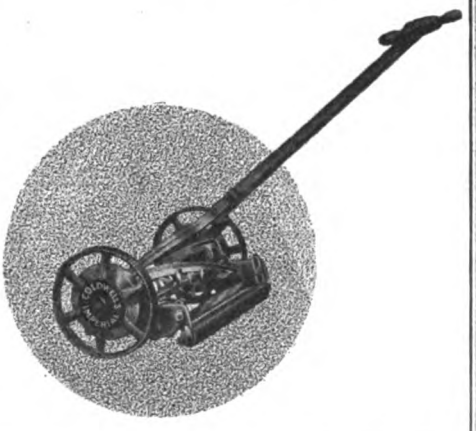
TRIPLE PAWL RATCHETS
BRONZE BEARINGS
ACCURATE

REVERSIBLE BOTTOM KNIFE
SELF SHARPENING
EASY ADJUSTMENT

Coldwell Lawn Mowers are made in all sizes and at all prices. Best and most complete line in the world.

Motor—Horse—Hand.

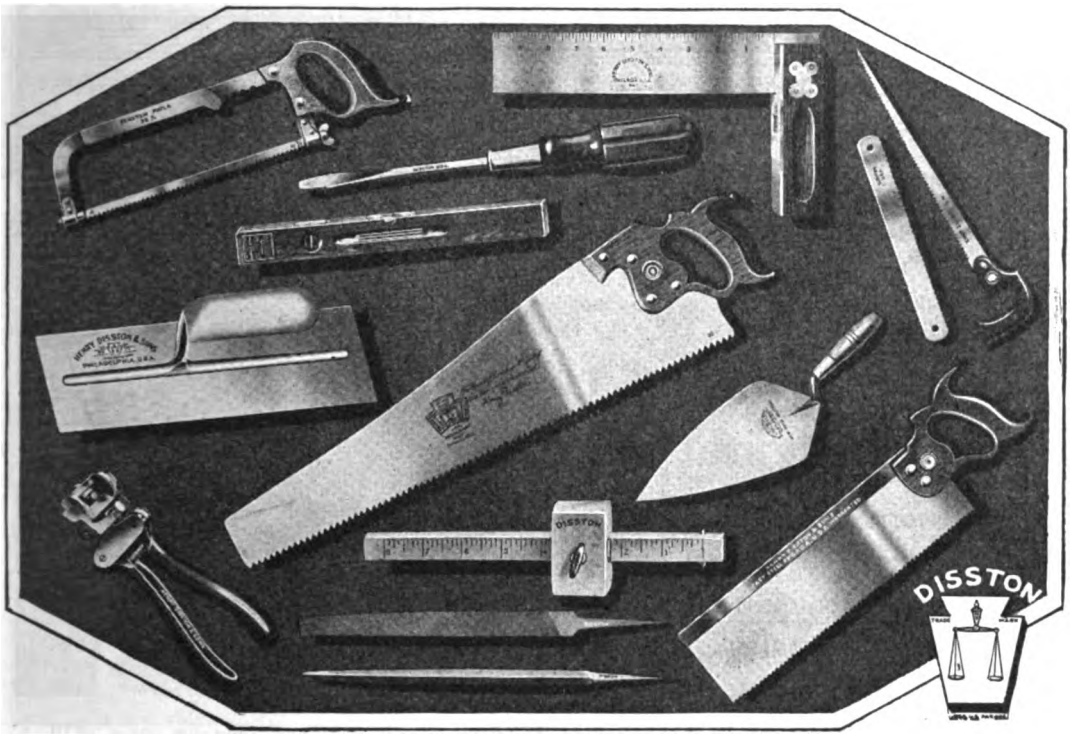
Dealers' Catalog on Request



COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

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DISSTON
SAWS AND TOOLS



Every Home Needs Some of These Tools

The day of useless gifts at Christmas time has passed. Most people choose articles of practical value for their presents.

And what is more valuable than a good saw or tool? With good tools any man can do practically all the repair work around his house.

Most home workers find a lot of fun in doing their own work, too—in sawing a tough, knotty board with a saw so keen and well balanced that it bites its way through with little effort.

Even driving home a screw gives pleasure, providing the screw driver has a handle that will not turn on itself or slip—one that fits the palm.

Disston advertising throughout the country is telling the home owner the advantages of owning the best tools. Such papers as The Saturday Evening Post, Popular Mechanics and the Farm Journal are reaching hundreds of thousands of homes. Link your arguments with these. The home owner wants the best for his home.

And this is a mighty good time to help him choose wisely—choose things that are useful and things that are the best in the line.

HENRY DISSTON & SONS, Inc.
General Offices, Philadelphia, U. S. A.

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Hardware World

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Volume XVI JANUARY :: 1921 Number 1

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman, Editor and Manager.

*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

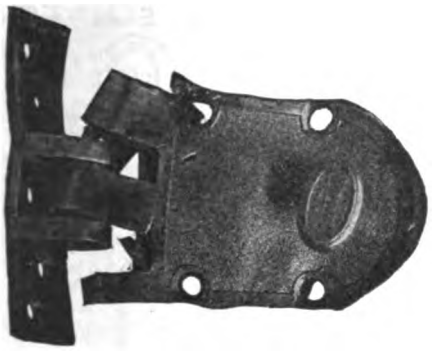
388 Taylor St Portland, Ore. | Chicago 421 First Nat. Bank Bldg. | Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 507 Pioneer Bldg. Seattle, Wash. | 1802 Young St. Dallas, Texas | Salt Lake, Utah 204 Scott Bldg.

Boatmen's Bank Building Broadway and Olive, St. Louis, Mo.

624 Higgins Bldg. Los Angeles

220 Pacific Bldg. Vancouver, B. C., Can.

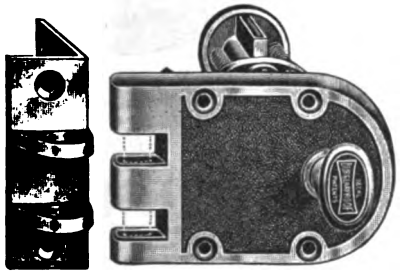
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No. 667

Still Holding

The above cut was made from an actual photograph of a Segal Lock taken from a reverse bevel door at 99 Madison Ave., New York City, December 16, 1918. Note the lock is still holding, after vain, long efforts to break in.



No. 666

Cuts an Accurate Key in Less Than a Minute

The Segal Rectifying Key Cutter No. 800 makes key-cutting profitable because it will cut a duplicate key accurately in less than a minute.

Absolute accuracy is guaranteed because this Key Cutter cuts keys from the groove, the same way key-manufacturers do.

Our machine cuts flat steel keys as well as all makes cylinder or grooved keys.

Booklet on request

Segal Lock and Hardware Co.

155-161 Leonard St., New York, N. Y.

Makers of Jimmyproof Locks

Protect Your Good Will

WITH

The Segal Jimmyproof Lock

If the Segal Lock was **not** burglar-proof would **every** Burglary Insurance Company in the United States **recommend** it?

Without a single exception they all **do.**

With such an unparalleled endorsement and with the newspapers recording burglaries every day, it behooves every Hardware dealer to protect his **own store** and sell Segal Burglar-Proof Lock protection **to customers.**

Right **now** when everybody is talking about robberies is the time to **act.**

Every storekeeper, every home, every garage owner, every club house, every man with a well stocked cellar, loft or barn is a possible customer for the

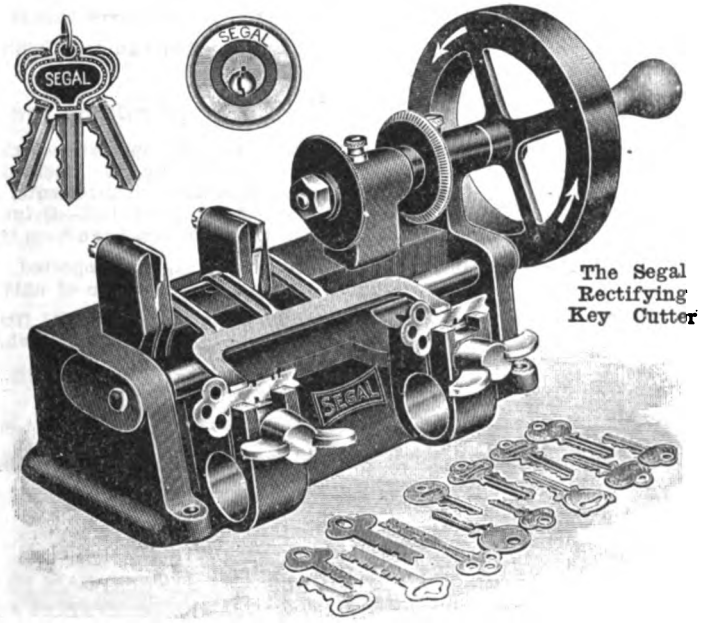
SEGAL JIMMYPROOF LOCK

The reason the Segal Lock is burglar-proof is because it **cannot be pried**—it interlocks the door and jam together by an Interlocking Vertical Bolt which goes through the keeper.

And it is a **big, wide seller** because adaptable to practically all kinds of doors—swinging, sliding, double and reverse bevel doors.

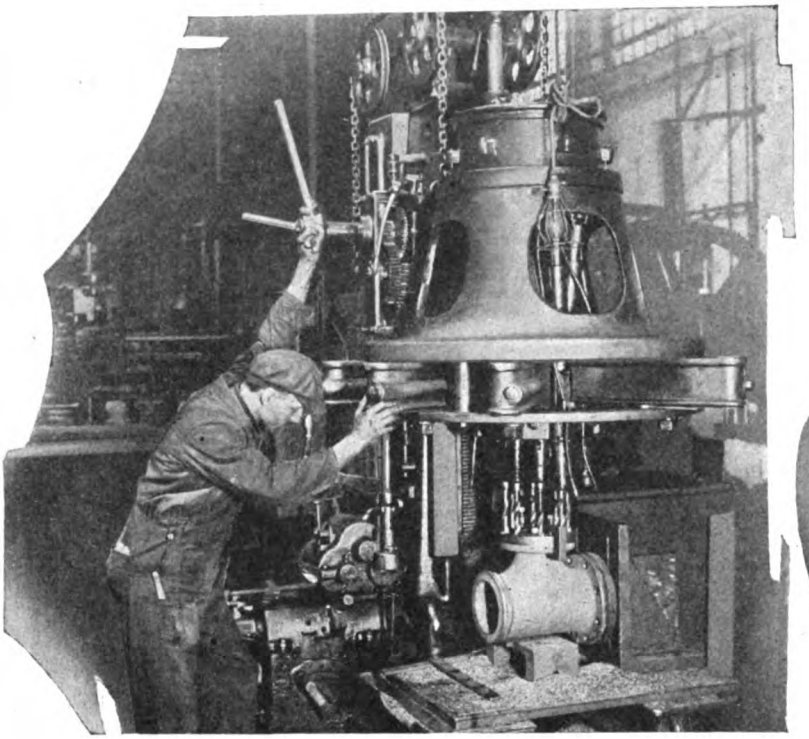
We supply dealers with a Demonstrating Model for counter use. This model shows just how the Segal operates and makes sale after sale.

If your Jobber cannot supply you, write us.



The Segal Rectifying Key Cutter

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A machine in one of our large machine shops, drilling outlet flange of reducing long turn tee—on an 8 spindle multiple drill

Look for the **G** *on all cast iron fittings*



When You Sell Pipe Fittings—

Put yourself in the place of the man with the wrench.

Poor fittings on the job mean extra work for him.

Poor fittings after the job is done mean that he has a dissatisfied customer. Often the installation has to be done over. The kick goes through this man who did the job straight back to the man who sold the fittings. You know this from experience.

Why take the unnecessary chance? You can sell Grinnell perfect fittings and save time, trouble and money.

Why Grinnell Fittings are Better

We started to make fittings for our own sprinkler work, because we had to. Our work required better fittings than we could buy. We decided if we could make fittings that came up to Grinnell Automatic Sprinkler requirements, that we would put them on the market. Here's the rest of the story in a nutshell—Grinnell fittings made good for us and they have gone on making good wherever they have been installed.

Every blank and every finished piece is rigidly inspected. We sell from the same stock that we use ourselves. Grinnell fittings are insurance of universal satisfaction.

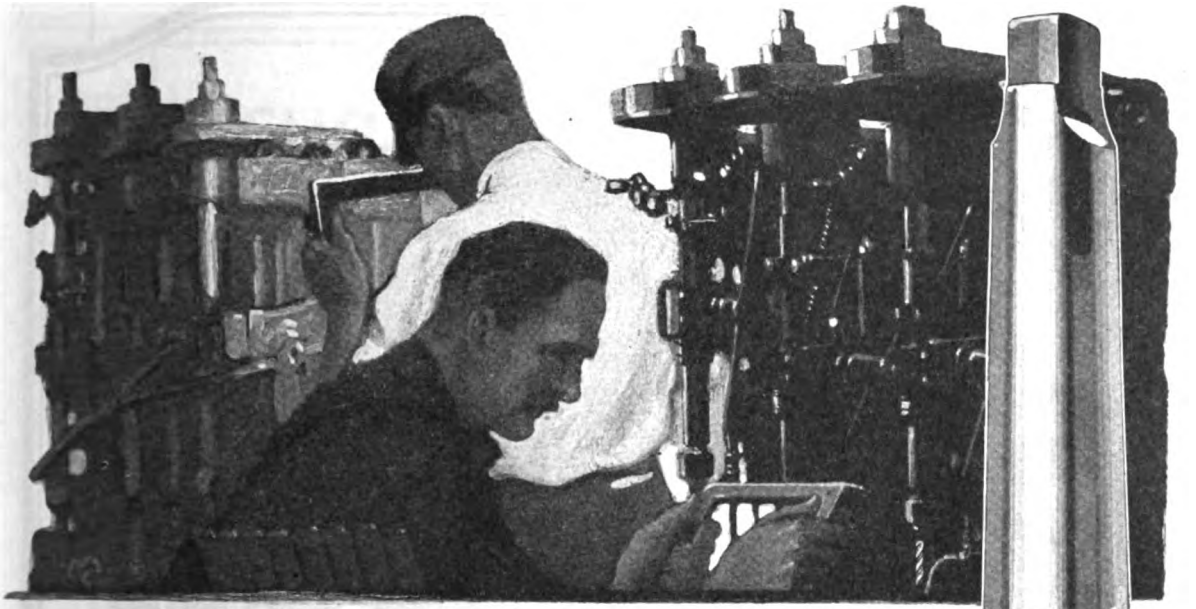
In normal times we always carry a big stock of "G" fittings and National Pipe. We cut and thread to sketch, and we shall be glad to show you what Grinnell service means.

GRINNELL COMPANY
of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

Ask the owners of 25 million Grinnell sprinkler fittings

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The Typewriter Requires Accurate Drill Holes

Even a surface examination of the mechanism in the typewriter, the ally of modern business, will show the importance of accurate drill holes in its construction.

Deeper scrutiny of the main frame—the key bracket—and the carriage will further emphasize this importance by showing hundreds of accurate drill holes varying from fifty thousandths to five sixteenths of an inch and larger in size.

Like the makers of the other tools of business, the builders of typewriters use Detroit Twist Drills because of their continuous record for giving more accurate holes with less regrinding and with less cost for power.

Specify Detroit Twist Drills in Your Next Order for Drills

Detroit Twist Drill Company, Detroit, Michigan

New York Sales Office: 45 Warren St.



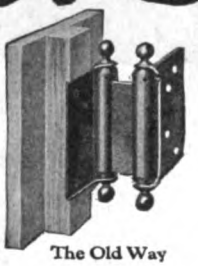


DETROIT TWIST DRILLS

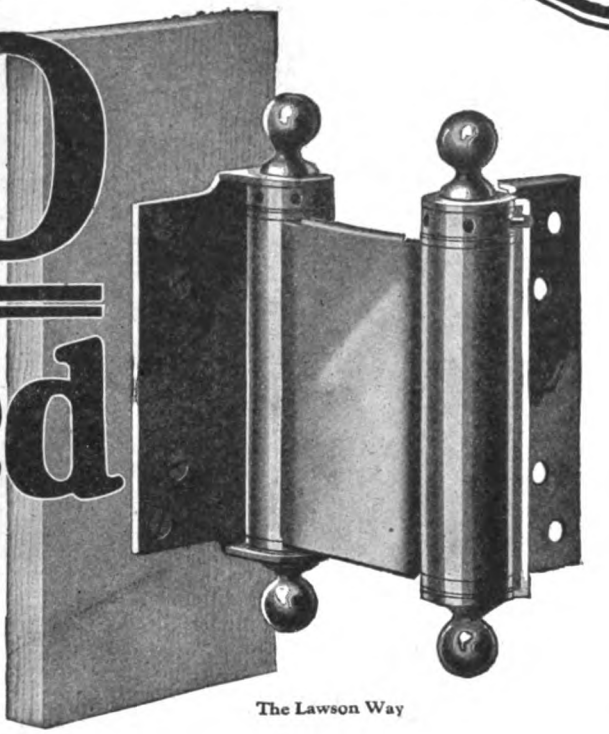
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$1.50 Saved

on the Hanging of Every



The Old Way



The Lawson Way

Lawson Nu Jamb Spring Hinge

LAWSON Nu Jamb Spring Hinges are applied directly to door jambs *without hanging strips*. No strips to buy, finish or mortise. The saving on each hanging is at least $1.50. Dealers everywhere prefer them. A Western dealer recently said:

"Since I've been showing LAWSON'S hinges, customers won't buy others. The hinge that requires no strips outsells all the others put together."

Stock LAWSON hinges, compare sales with ordinary hinges, note how easily they sell once you explain the direct-application feature, and you too will prefer to handle LAWSON'S hereafter.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

Lawson Manufacturing Company
Dept. 7781, 230 W. Superior St., Chicago, Ill.

Eastern Representative
John H. Graham & Co.
113 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

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DETROIT

ACCURACY *Plus* SPEED



SPECIFICATIONS

Gravity Fan. Agate Bearings.
Total capacity, 110 lbs.
Chart's capacity, 10 lbs.
Beam's capacity, 10 lbs.
90 lbs. in weights.
Iron platform, 16" x 16".
Metal housing front and rear.
Computing chart range from 4c to 60c with various graduations.
Regular finish—gray.
Electric Flashlight, extra attachment

It is essential that the weighing equipment of a hardware store be accurate and fast in operation. Loss of time and profits due to inadequate weighing facilities can be stopped.

The DETROIT Automatic Hardware Scale combines accuracy with speed, making it the superior scale for hardware stores. The instant goods are placed upon its platform the price, weight and value are accurately indicated upon the computing chart. It cannot make a mistake.

This scale is equipped with a rack to facilitate the weighing of rope, screen and wire; a scoop with "scoop on and off" device and an extra large oxidized iron platform. Consider these convenient features. They will convince you that this scale can be adapted to your business as a time, labor and money saver.

There are over 10,000 users in the United States who have found the DETROIT Automatic Hardware Scale to be an indispensable fixture in their stores.

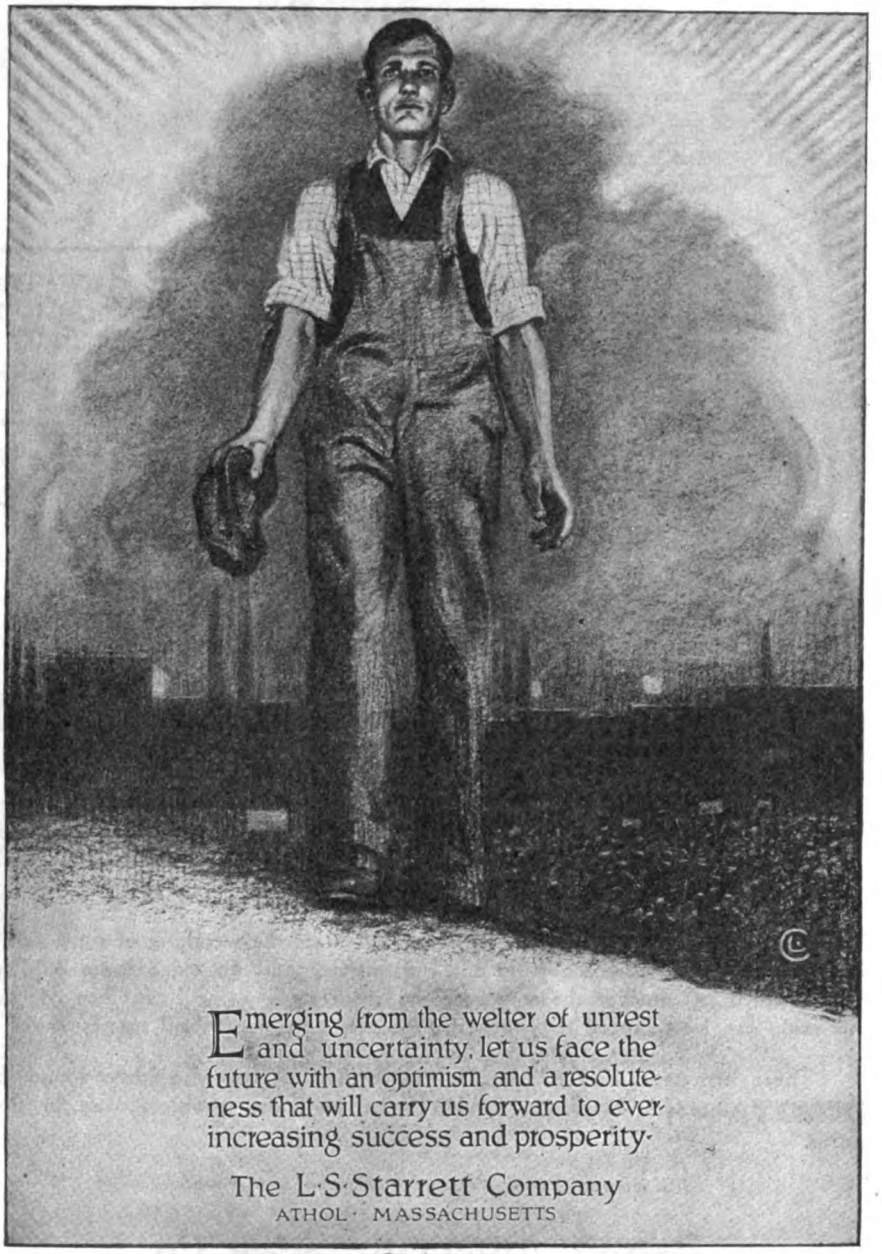
Full information without expense or obligation, upon request

Detroit Automatic Scale Co.

SUBSIDIARY OF
COMPUTING-TABULATING-RECORDING CO.
38 Antietam Street
Detroit, Michigan

DETROIT

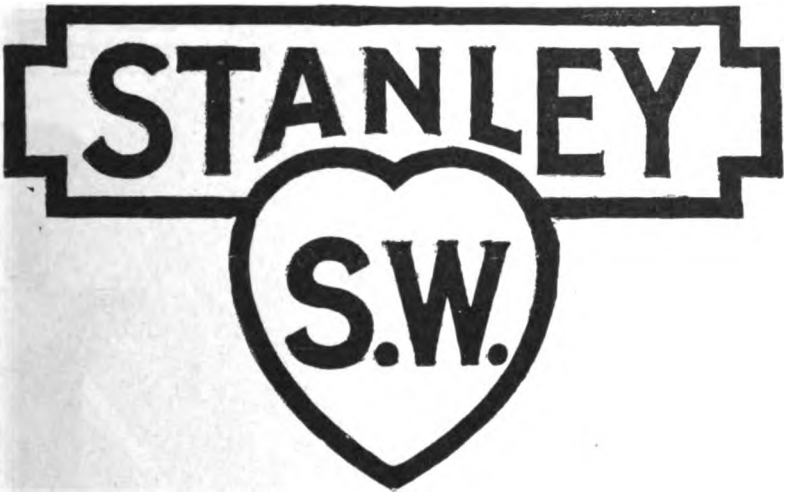
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Our New Trade Mark!



Announcement

WITH the purchase by The Stanley Works of The Stanley Rule and Level Company, a new trade mark, as above shown, has been established. In the future it will be stamped upon dependable

Wrought Steel Hardware
and
Carpenters' Tools

which will be manufactured under the name

THE STANLEY WORKS

Main Offices and Plants: NEW BRITAIN, CONN.

Branch Offices: NEW YORK CHICAGO SAN FRANCISCO LOS ANGELES SEATTLE

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A "Short Ad" *about a* "Short Name"

TRADE MARK REG. U.S. PAT. OFF. NO. 64696 Coes

There is little danger of people forgetting that name

"COES"

TRADE MARK REGISTERED U. S. PATENT OFFICE

when they need a wrench, because it is short and easily remembered.

Also because the name of "COES" has always been associated with serviceable screw wrenches—for more than half a century.

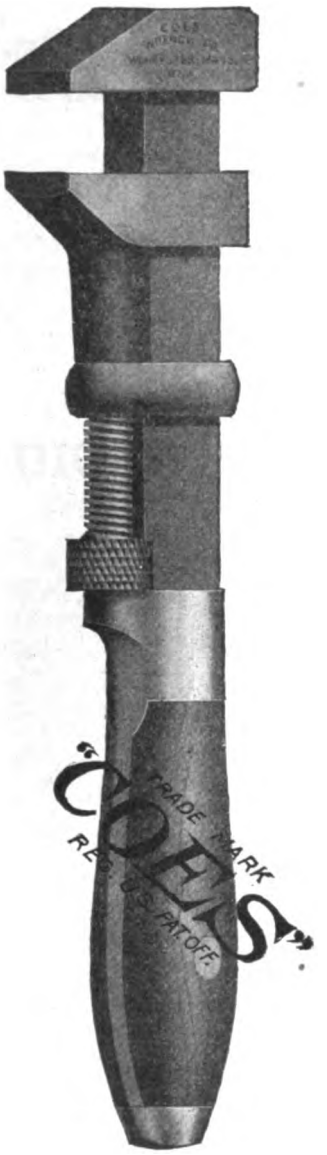
And last, but not least, because that name on a wrench commands more money, simply because the Coes Wrench returns more SERVICE—one COES Knife-Handle Wrench outlasts two or three ordinary wrenches.

After all, don't you and your salesmen behind the counter find that more customers ask for the "COES" by name than any other wrench? Most dealers do.

Seven sizes: 6" to 21".

All leading Jobbers handle the Coes.

**"Cost a trifle more,
but return the cost in SERVICE."**



Coes Wrench Company

Established 1841

WORCESTER, MASSACHUSETTS

AGENTS

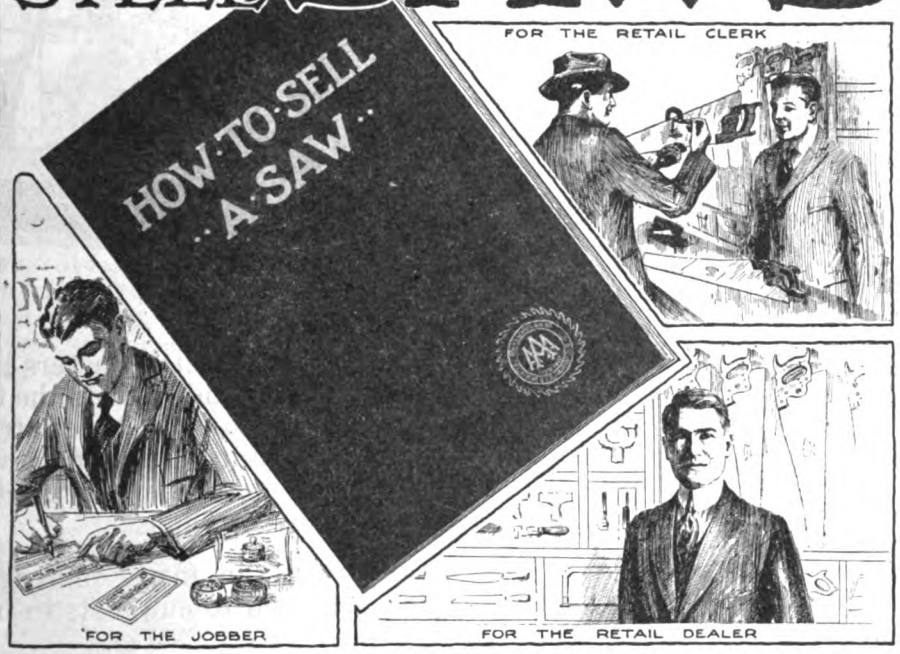
**J. C. McCarty & Co.,
29 Murray St., New York**

**Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco**

**John H. Graham & Co.
113 Chambers St., New York**

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ATKINS SILVER STEEL SAWS



ANNOUNCEMENT

Our new treatise on selling, entitled *How to Sell a Saw*, is ready for distribution to hardware dealers and we will be glad to send a copy free postpaid to any dealer who makes a request.

The supply is limited, therefore please write at once if you want a copy.

It will be found invaluable by many salesmen as it contains a great many excellent ideas that can be used to good advantage in selling hardware, but more particularly Atkins Silver Steel Saws and Tools.

Address your letter to Advertising Department, E. C. Atkins & Co., Indianapolis, Indiana.

E. C. ATKINS & COMPANY, Inc.

"The Silver Steel Saw People" Established 1857

Home Office and Factory, INDIANAPOLIS, INDIANA

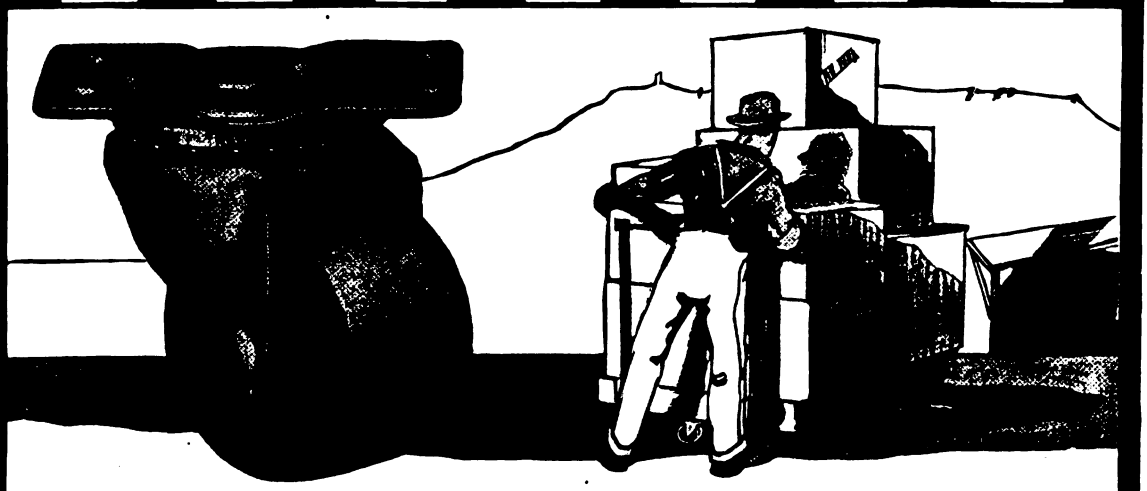
Canadian Factory, Hamilton, Ontario — Machine Knife Factory, Lancaster, New York

Branches carrying complete stocks in the following cities:

Atlanta	Memphis	New Orleans	Portland, Ore.	Seattle	Sydney, N. S. W.
Chicago	Minneapolis	New York City	San Francisco	Vancouver, B. C.	Paris, France

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BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?



The Bassick Company

Which is a consolidation of—
The Universal Caster & Foundry Works
The M. B. Schenck Company
The Burns & Bassick Company

Write for descriptive circular No. 200 W

General Offices
BRIDGEPORT - CONN.

PRODUCTS

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West Bend
QUALITY UTENSILS

The Mark of Supreme Achievement in Aluminum Ware

"West Bend" originality in design; "West Bend" lasting beauty and brilliancy of finish; "West Bend" extra strength and purity of aluminum—these are but outer evidences of the deeper value which has made "West Bend" supreme in Aluminum Ware. Housewives who discriminate between **true value** and its **imitation** look for the "West Bend" trade mark on the Aluminum Ware they buy. As a result "West Bend" dealers are experiencing quick turnovers and gaining substantial profits.

The Perfect Percolator—Housewives Are Demanding It



The "West Bend" Percolator—made of finest aluminum—is the last word in perfect coffee making. Beautiful and perfect in design—solidly balanced. Wide base prevents tipping. An unique, original feature is the Spreader. Water falls upon the Spreader and is **evenly distributed** over the coffee grounds, insuring perfect percolation of **all** the coffee.

A hot well in the base of the Percolator brings the water within 1-16 inch of the flame, starting percolation almost **instantly.** At the bottom of the spout is a mechanical valve which automatically **pumps** the hot water up the spout, making percolation continuous and even. All these features are only to be had in the "West Bend" Percolator—the perfect coffee maker. For gas, coal or electric range.

Made in two sizes, six and nine cup.



This Tea Kettle Sells on Sight

At last—a tea-kettle that can be filled from a faucet **through the spout.** Think of the convenience—and the freedom from danger of scalding the fingers by steam. You can **never** break off the spout—it will support weight of kettle filled with water—in years of service. Another original feature—opening at top of kettle is large enough to hold "West Bend" Rice Boiler—makes a **double boiler** of your kettle—a time and fuel saver.

Made in five, six and seven quart sizes. With or without Rice Boiler Inset.



Some of the Features That Make "West Bend" a Superior Aluminum Ware

The aluminum we use is guaranteed 99 per cent pure—the purest and most sanitary metal obtainable for cooking utensils. Every piece of "West Bend" is **stamped** out of a solid sheet of metal—there are no joints, seams or hollow beads—no solder to melt. Nothing to chip, scale or dissolve—the one best ware to use for cooking purposes. All spouts and bases are **welded** on—cannot break under hard usage. "West Bend" Ware will not **easily** burn, dent, break or bend. All covers are made of spring aluminum—special design. Bend a "West Bend" kettle cover as much as you like—it will instantly spring to its original shape. Intense heat will not affect the shape of "West Bend" ware.

All "West Bend" Beads are rolled solid—no moisture or particles of food can lodge under or deposit inside to cause unsanitary condition or odor.

Our Original Sun-Ray Finish gives "West Bend" the lasting brilliancy of sterling silver. Very beautiful—easier to keep clean than duller finishes—another big feature.

West Bend Aluminum Ware bears the Star of Approval of Good Housekeeping Institute, which signifies that authorized investigation finds West Bend aluminum ware to be strictly first class and all that its manufacturers claim.

Present stock enables us to deliver promptly. Get in touch with us at once. We allow generous discount from prices. "Kitchen Kraft," a little booklet on the use and care of Aluminum ware is furnished free to housewives on request. Write for sample copy.

Western Representatives
ALBERT GROESCHEL
1055 Market St., San Francisco, Cal.
W. M. CLARK
707 Spalding Bldg., Portland, Oregon

WEST BEND ALUMINUM CO.

Dept. D, West Bend, Wis., U. S. A.

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Meet the Growing Demand *for* All-Steel Refrigerators with the *Gurney* Athermos

HERE'S an All-Steel line that ***shows*** right and ***is*** right—a line whose attractive appearance creates an instantly favorable impression and whose construction is the last word in scientific refrigerator building.

Athermos refrigerators are made from deep drawing steel sheets riveted and seamed together so as to make them absolutely water tight.

They are heavily insulated with Flaxlinum sheets overlaid with two layers of heavy waterproof paper with ¾ inch of dead air space provided to assure complete non-conduction of heat. They are not affected by dampness and will last a lifetime. Two styles of enamel finish—pure white and battleship gray—are offered. Heavy bronze nickle-plated trimmings are used throughout.

Linings are all enameled, except for the removable Ice Chamber, which is of galvanized iron. The construction of the Athermos provides unobstructed circulation of cold dry air and our 100% efficient Sanitary Trap is used in it.



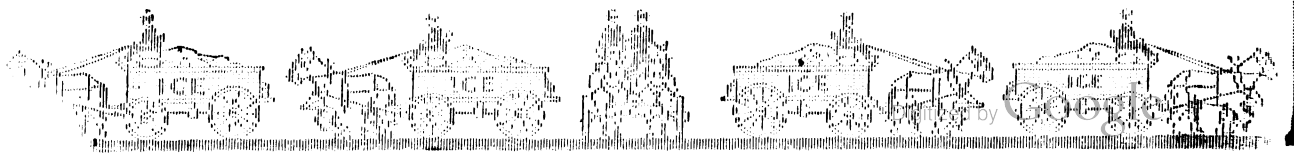
Beside the unequalled All-Steel Athermos, we manufacture a complete line of Wood Case Refrigerators in so many different styles and sizes that no Gurney dealer need ever lose a sale through inability to offer just what the customer wants.

Localized Selling Helps That Do Get Real Action

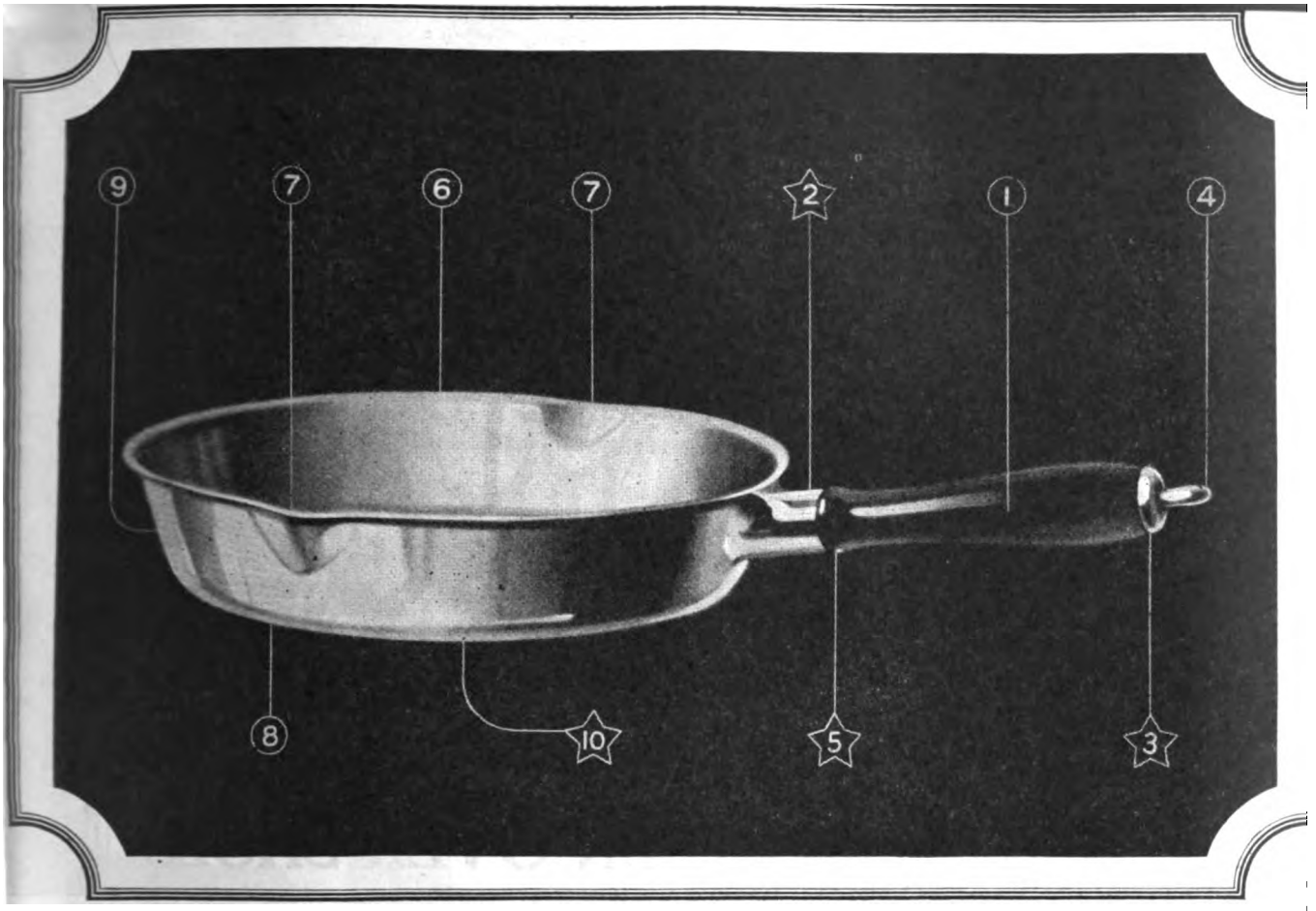
We back Gurney quality and Gurney reputation by giving Gurney dealers advertising aid that amounts to something—not mere "general publicity," but practical sales helps adapted to his community and his store. These helps will increase your refrigerator business. Write for details.

Shall we mail you one of our new catalogs?

Gurney Refrigerator Co., Fond du Lac, Wis.



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Mirro Utensils Mean Better Cooking

A savory and tempting dish! Or the other kind!

Often, the difference lies not in cooks, but in the utensil used.

This thick, substantial Mirro Fry Pan, for instance, is a perfect utensil for its purpose. Its use assures better fried foods. It takes heat quickly, distributes heat evenly, and requires a minimum of grease.

Like all Mirro utensils, it is made of pure sheet aluminum rolled repeatedly under heavy pressure to insure durability and freedom from defect. It will last a lifetime.

Note these ten features of convenience:

(1) The ebonized wood handle is replaceable, so the durability of the article is not measured by that of the handle alone. ☆(2) Handle socket is welded on—no wobbling—an exclusive Mirro feature. ☆(3) Handle has metal cap to prevent splitting—exclusive Mirro feature. (4) Bolt with eye for hanging. ☆(5) Prongs built into socket to prevent handle from turning—exclusive Mirro feature. Handle cannot slip or give.

(6) Smooth, flaring edge is wear-resisting and easy to clean. (7) Fry pan is double-lipped for easy pouring with either hand. (8) Smooth, round edges easily cleaned. (9) Famous Mirro finish. ☆(10) Famous Mirro trade-mark stamped into the bottom of every piece, and your guarantee of excellence throughout.

The full significance of this guarantee is best appreciated by those who know that back of it is the world's foremost manufacturer of aluminum utensils—a manufacturer with nearly thirty years' experience in the making of better aluminum ware.

You will find Mirro Aluminum at the leading stores everywhere.

Send for miniature Mirro catalog.

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

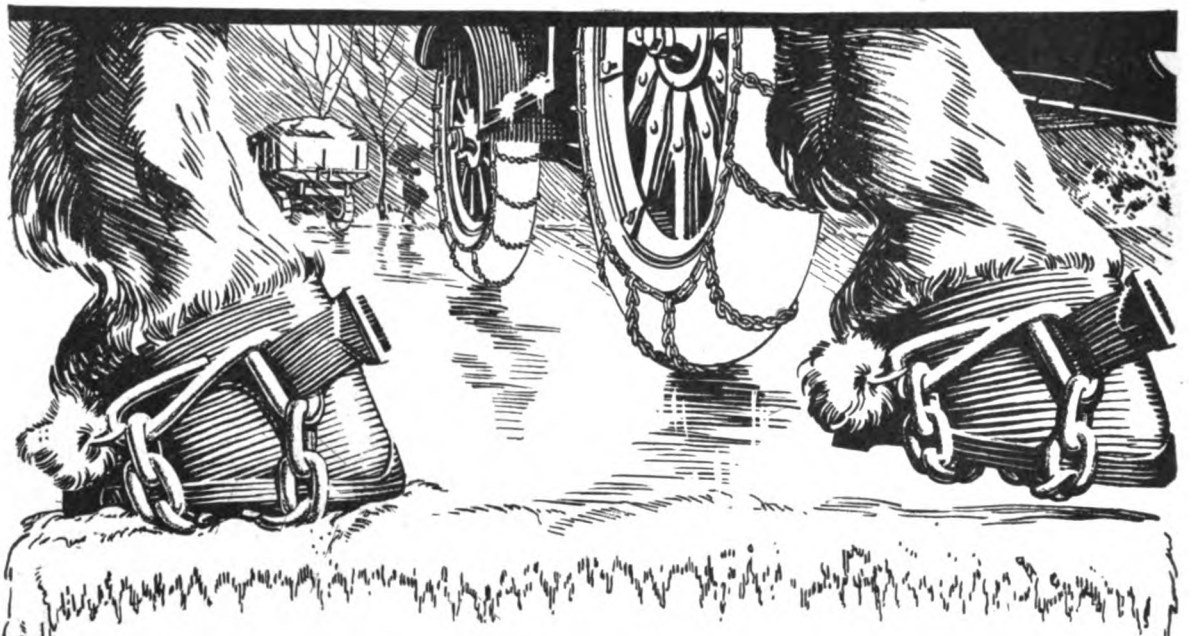
MIRRO ALUMINUM REFLECTS GOOD HOUSEKEEPING A. G. M.

Every Mirro utensil bears this imprint

MIRRO ALUMINUM *Reflects Good Housekeeping*

As the American woman turns the pages of her favorite magazine, she meets with full-page Mirro advertising, like this, every month in the yea That it claims her attention and holds her interest is proved by Mirro sales. They grow ever bigger. This Mirro Aluminum Fry Pan advertisement w appear in the February issues of the Ladies' Home Journal, Woman's Home Companion, and McCall's Magazine, all publications of marked influence, ar great circulation. You will profit by having a Mirro Fry Pan display at this time.

—And now Horses are "Weed Chained to Safety"



AMERICAN CHAIN OVER-SHOES

Protected by American and Foreign Patents

The Principle of the Weed Tire Chains for Automobiles and Motor Trucks Humanely Adapted to Horses' Hoofs

American Chain Over-Shoes make horses sure-footed on ice and snow covered roads and pavements. The Chains are so constructed and arranged that they give the animal 48 points of contact—12 under each foot.

Awarded a prize of $500.00 by the American Society for the Prevention of Cruelty to Animals—the only one of its kind ever granted. Warmly endorsed by the Massachusetts S. P. C. A. and the New York Women's League for Animals.

American Chain Over-Shoes cannot injure the foot or leg in any way, as it is impossible for the chains or center link to touch the frog. They also prevent the "balling" of snow and ice in the shoe.

American Chain Over-Shoes enable a horse to step out fearlessly on the slipperiest pavements and roads, and thus every ounce of his strength can be used for pulling power instead of being wasted in pitiful efforts to keep on his feet.

Mr. Dealer: Here's a real sales opportunity only measured by your willingness to accept our co-operation. To every dealer stocking American Chain Over-Shoes we will furnish attractive cards and folders printed with his name and address, ready to send out to all of his customers.

Order American Chain Over-Shoes from your jobber today. The Big Season is On. Act Now.

DIRECTIONS FOR ORDERING

No. 1 Horseshoe	(4½ in. across middle)	takes	No. 3 Over-Shoes
No. 2 " "	(4½ " " ")	"	No. 4 " "
No. 3 " "	(5 " " ")	"	No. 4 " "
No. 4 " "	(5½ " " ")	"	No. 5 " "
No. 5 " "	(5¾ " " ")	"	No. 6 " "

No. 6 Horseshoe	(6⅛ in. across middle)	takes	No. 6 Over-Shoes
No. 7 " "	(6½ " " ")	"	No. 7 " "
No. 8 " "	(7 " " ")	"	No. 7 " "
Extra Large Size			No. 8 " "

The average 1400 lb. horse requires a No. 5 Chain Over-Shoe and the average 1600 lb. horse requires a No. 6 Chain Over-Shoe. American Chain Over-Shoes for Mules are made in small, medium and large sizes, and fit all Mules.

List price for any size: $3.00 per pair for horses or mules.

American Chain Company, Inc., U. S. A.

In Canada—Dominion Chain Co., Ltd., Niagara Falls, Ontario

General Sales Office: Grand Central Terminal, New York

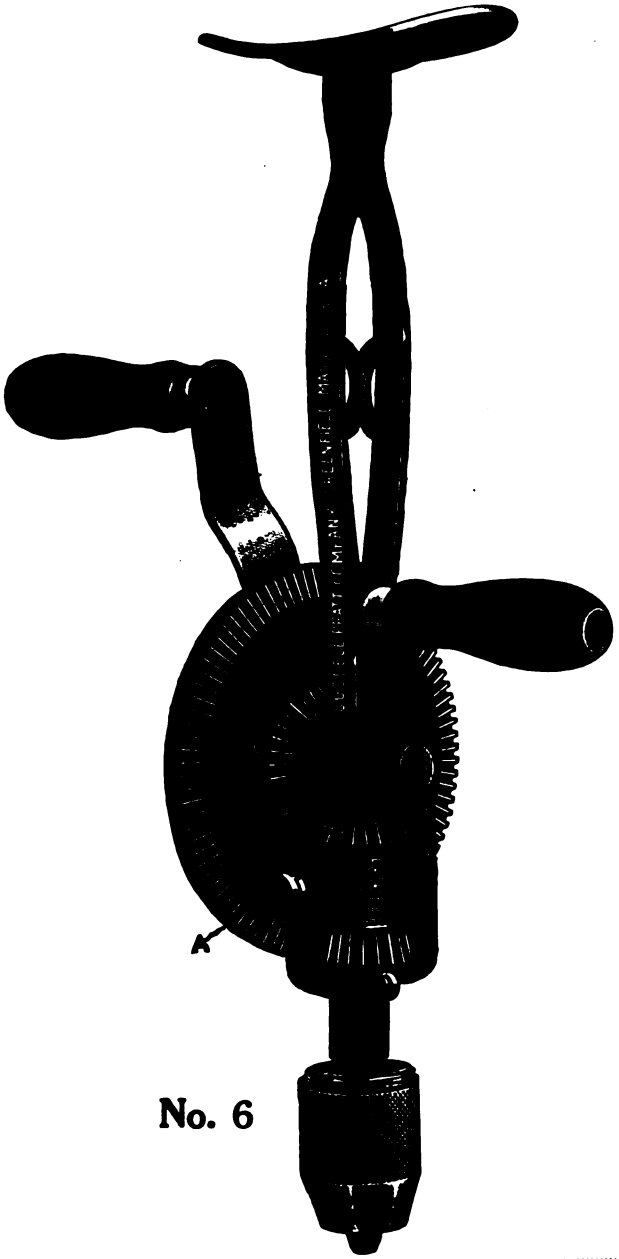
District Sales Offices: Boston Chicago Philadelphia Pittsburg Portland, Ore. San Francisco

Largest Chain Manufacturers in the World

Digitized by Google

GOODELL-PRATT

1500 GOOD TOOLS



No. 6

Breast Drills

THE BIG, COMPLETE LINE

28 Styles

Two Important Facts

They have the Quality the user demands and yield the Profit the seller expects.

A Profitable Plan

A good variety of one make reduces your selling expense and increases your profits.

We manufacture a great variety of tools for the toolmaker, motorist and carpenter

Goodell-Pratt Company

Toolsmiths

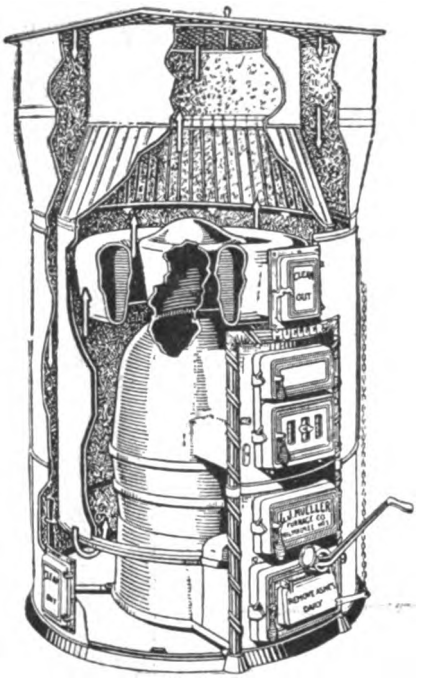
Greenfield, Mass., U. S. A.

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Your Profits Will Grow

THE Mueller makes a higher sales record every year. Mueller Merchants find the Mueller franchise a bigger money maker every year they hold it.

Mueller sales grow and keep on growing because the Mueller, the "Big 3" Pipeless Furnace, has the real service qualities that make home owners who install it enthusiastic boosters. When you make a Mueller sale you have made a loyal customer and a friend.



MUELLER "Big 3" PIPELESS FURNACE

1921 will be a big year for every Merchant who sells the "Big 3." Mueller merit, backed by Mueller national advertising and effective sales helps, are a combination that means sure profits. Join the Mueller family — write now for information regarding a Mueller dealership for your community.

The "Big 3"

The exclusive construction features that have established Mueller superiority:

1. **Large and Properly Proportioned Register Face.**
2. **Spacious, Unobstructed Air Passages.**
3. **Vast and Scientifically Designed Heating Surface.**

L. J. MUELLER FURNACE CO.

Makers of Warm Air, Steam, Vapor and Vacuum Hot Water Heating Systems

233 Reed Street — **ESTABLISHED 1857** — **Milwaukee, Wis.**

DISTRIBUTORS

The Salt Lake Hardware Company, Salt Lake City, Utah, and Pocatello, Idaho.

Richards & Conover Hardware Co., Kansas City, Missouri, and Oklahoma, Okla.

Holbrook, Merrill & Stetson, San Francisco and Los Angeles, California.

Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska, and Denver, Colo.

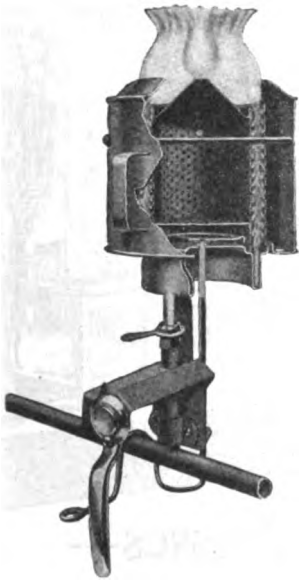
The Jackson Hardware Co., Aberdeen, So. Dakota

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn,; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Omaha, Neb.; Portland, Oregon; Seattle, Washington

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The Rockweave Wick Cannot Creep or Stick

Here is a Burner that is mighty well worth your while to investigate



1921 Burner With Rockweave Wick

First the **Rockweave** Wick. This is a woven asbestos wick that sets in the cup or burner bowl. The oil feeds in the bottom of the bowl and is conveyed by the Rockweave Wick from the bottom to top where it burns. As the flame rises up between the perforated tubes, a gas is formed and this unites with the flame. Thus is produced a perfect blue flame that burns the proper combination of oxygen from the air with the fuel flame. Economy and heat are the result.

Second. This wick that feeds the flame cannot stick too low or too high, because it is carried up and down in the burner bowl itself. The burner bowl is moved by a toggle joint. You can almost see its action at the back of the frame in the illustration above. No gears to stick, no teeth to break, its action is always positive and prompt.

Nesco NESCO PERFECT Nesco

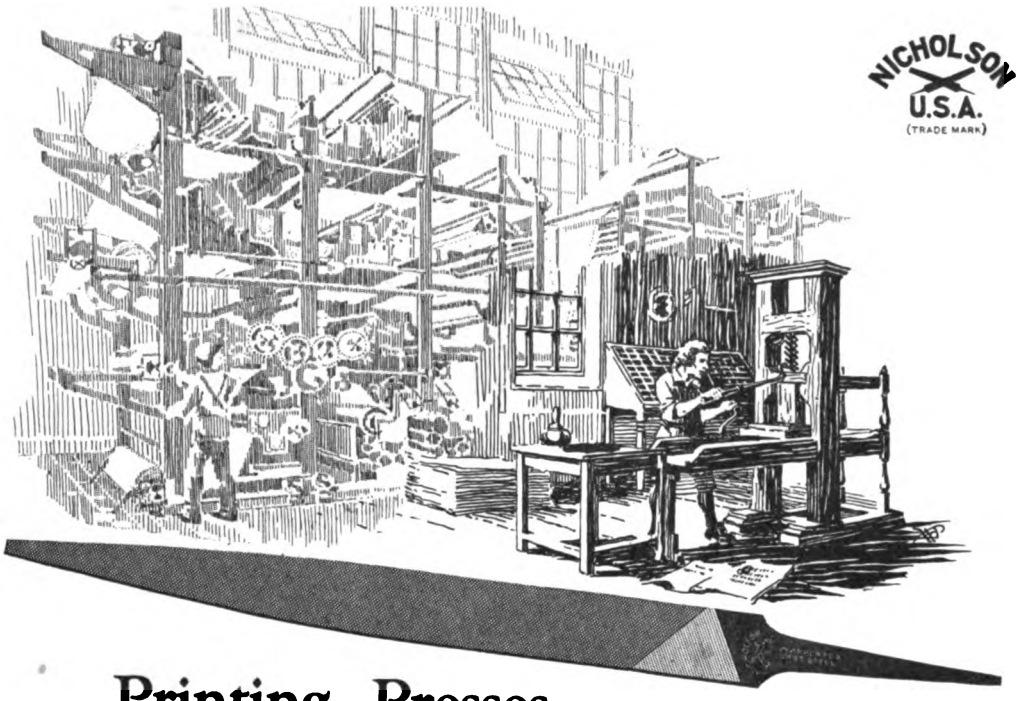
These two reasons alone are enough to justify selling Nesco Perfect Oil Cook Stoves—for they are reputation builders for you. But there are other reasons as well.

Do you want to know more? Place order now for 1921 requirements. Ask for catalog No. 29, fully illustrated in color.

National Enameling & Stamping Co.

Granite City, Ill.
Chicago
New York
New Orleans
Milwaukee
Philadelphia

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NICHOLSON
U.S.A.
(TRADE MARK)

Printing Presses— and Nicholson Files

The first mechanical printing press was built by William Blaen in Amsterdam, Holland, in 1612. The first cylinder printing press was constructed in Connecticut in 1812, its builders following the original ideas of William Nicholson, an Englishman, who first planned a cylinder press in 1790. Contrasted to these early efforts, the enormous Double Octuple newspaper presses of today, print, cut, fold and count 96,000 sixteen page papers per hour.

NICHOLSON FILES

first made in 1864 by William T. Nicholson, have shaped and fitted the parts of thousands of printing presses. Their 100% uniformity of temper and sharpness is appreciated by mechanics and valued by executives. NICHOLSON on the Tang guarantees a perfect file.

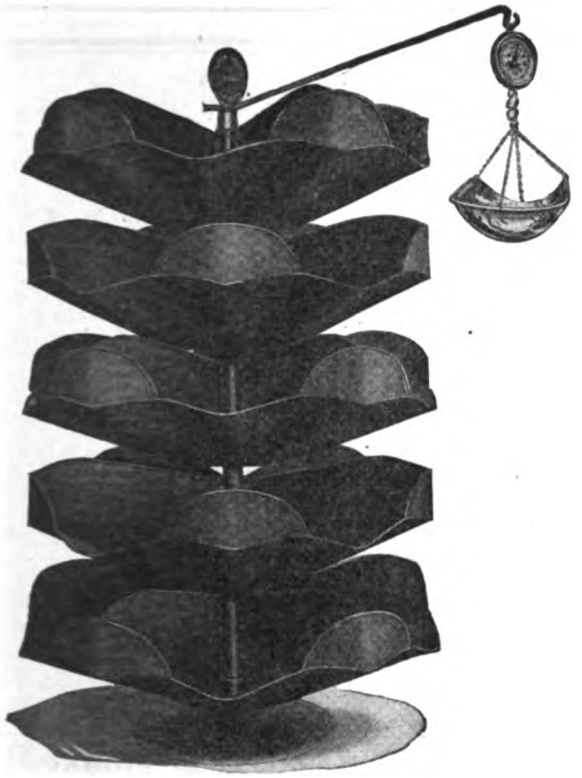


A File for Every Purpose

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

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"Eclipse" Nail Bin

"ECLIPSE"

All-Steel Revolving

NAIL BINS

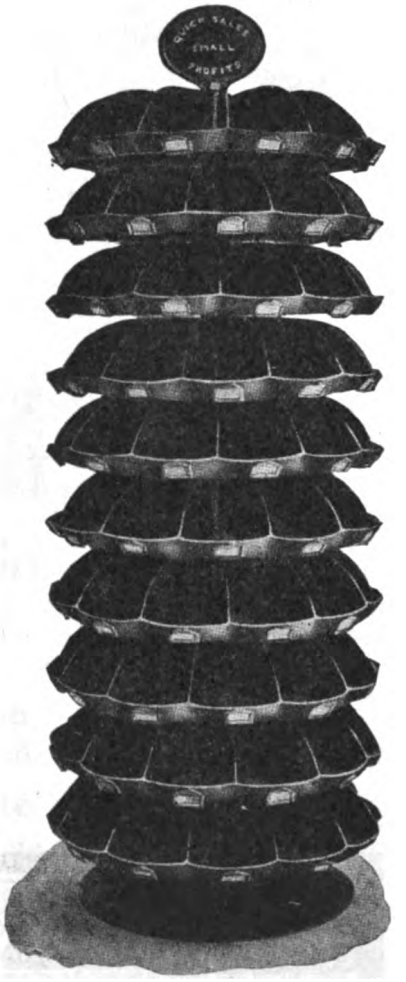
Are constructed with ball bearings to assure easy revolving. They are made in sizes to hold from 15 to 25 kegs of nails with from 3 to 5 sections and 15 to 25 compartments.

"ECLIPSE"

All-Steel Revolving

BOLT CASES

Are also built with ball bearings, and are made in sizes of from 3 to 10 sections and from 36 to 120 compartments for all kinds and sizes of bolts.

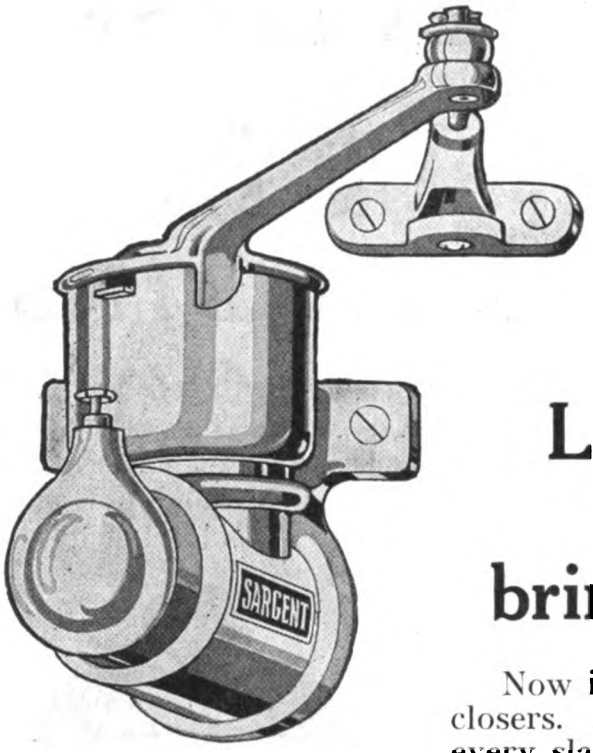


"Eclipse" Bolt Case

LE ROY SMITH, Western Representative
112 Market Street, San Francisco, California

The Wellston Manufacturing Company
WELLSTON, OHIO

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Sargent No. 20 Door Closer for light doors

Let slamming doors bring you profits

Now is the time to sell Sargent door closers. Display them, talk them—make every slamming door in your neighborhood a constant reminder that it should have a door closer.

Lots of people think that door closers are for large doors only. They don't know about the Sargent No. 20 model for light inside or outside doors.

Think of the countless kitchen, pantry, bathroom, front-hall, lavatory and other doors where the No. 20 closer could be used to advantage. Recommend them for the new "All-Season" Combination Screen and Storm Doors.

Sargent & Company

NEW HAVEN, CONN.

New York Chicago

SARGENT

LOCKS AND HARDWARE

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MAKE YOUR SALE A SUCCESS

Handle

American Maid Aluminum Ware

The Popular Price Line

A Good Sales Feature



A Quick Profit Maker

"American Maid"

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the

American Maid Line

Mr. Dealer: You will find every housewife an enthusiastic buyer for

American Maid Ware

—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

Ask Your Jobber for American Maid Aluminum Ware

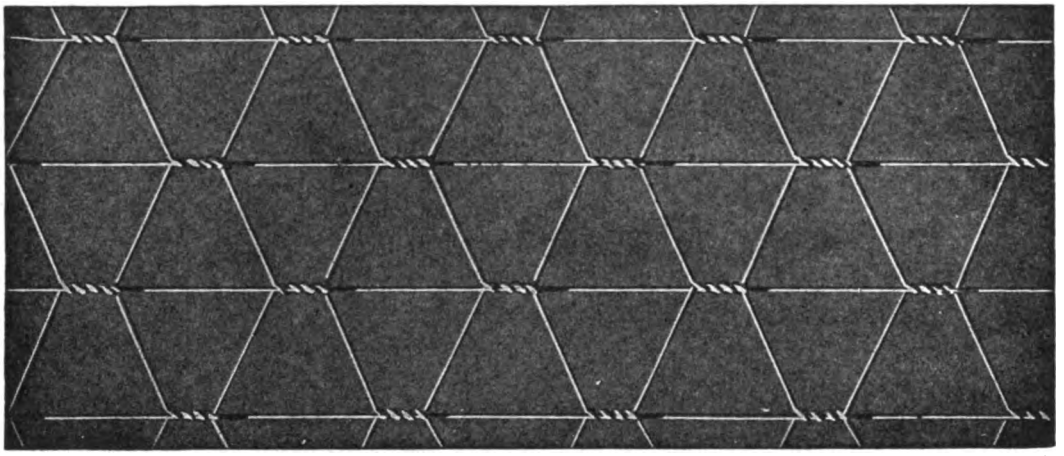
Manufacturers

ILLINOIS PURE ALUMINUM CO.

LEMONT, ILLINOIS, U. S. A.

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition

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Fresno State Normal School, Fresno, California. Designed by Geo. B. McDougall, State Architect.

Used by the State of California

The Fresno State Normal School is a splendid institution, in every way worthy of the great state of California.

Fifteen acres of land in the suburbs of Fresno, on the San Joaquin River, form the campus.

The buildings, in keeping with the character of the institution, were constructed for both beauty and permanence.

The exterior walls are of Roman Tapestry brick. Corridor floors, walls and stairways are of reinforced concrete. Most of the two hundred rooms have hardwood floors and the interior walls of plaster have a backing of Metal Lath. This Metal Lath as well as all sheet metal work is

TONCAN METAL

The excellence of Toncan Metal has been so thoroughly proven in California that Sheet Metal Men, Architects and Owners now realize that the use of Toncan Metal is true economy.

The growing demand for Toncan is such that you cannot afford to be without this Better Sheet Metal. Write your distributor for quotations and further information.

The Stark Rolling Mill Co., Canton, Ohio

Coast Distributors of Toncan Metal

THE BERGER MFG. CO. OF CAL. San Francisco—Los Angeles

HOLBROOK, MERRILL & STETSON San Francisco—Los Angeles

Build for Bigger Better Business with TONCAN METAL Lasting. Economical. Satisfactory-USERS KNOW

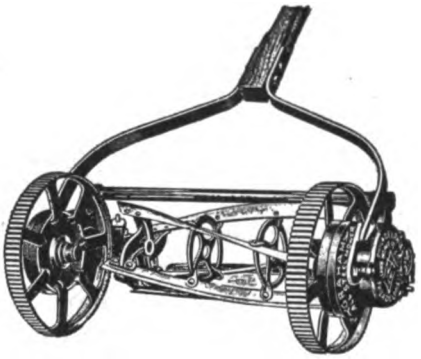
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GENUINE "PHILADELPHIA"

THAT'S ALL

you need consider, and now is the time to think about **LAWN MOWERS** for 1921.

When thinking about Lawn Mowers, most jobbers, dealers and users think of the ***"PHILADELPHIA"*** and the reason that most people demand the Genuine ***"PHILADELPHIA"*** Lawn Mower is because they give entire satisfaction and long service.



Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible

The most perfect in material and construction. The famous Vanadium Crucible Steel Blades, and the Bearings bored to rifle barrel accuracy, being features that have made the name ***"PHILADELPHIA"*** worth remembering when buying Lawn Mowers.

To supply the constantly increasing demand, we are making the Genuine ***"PHILADELPHIA"*** Lawn Mowers in 18 styles of Hand, 3 styles of Horse and 2 styles of Motor—all Highest Grade.

A Mower for every purpose

Are you ready to supply them?

Send for Catalog and Discounts NOW

Since 1869 the name ***"PHILADELPHIA"*** has been associated with the **highest grade** Lawn Mowers everywhere. All of these Fifty-Two years being devoted by the makers to a specialized study of Lawn Mowers and nothing else.

Remember, the sole purpose of a lawn mower is to cut grass. No other machine has ever been made that cuts grass like the ***"PHILADELPHIA"***

THE ORIGINAL—THE OLDEST—THE BEST

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers, the GENUINE "PHILADELPHIA" are the very finest that can be produced.

Write for FOLDER giving details.



MOTOR Mowers, 30-inch walking type; 40-inch riding type; combination lawn roller and lawn mower.

The Philadelphia Lawn Mower Co.

31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents

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REMINGTON
UMC

New Year's Greeting 1921

FRIENDLY relations make commerce something more than cold "business."

Each year the Holiday Season gives us the opportunity to renew our assurances of good will and esteem to all of our friends in the Hardware and Sporting Goods Trade.

For 1921, the entire personnel of this Company extend to each one of you their sincere wishes for happiness, good health and material progress.

REMINGTON ARMS COMPANY, INC.
Woolworth Building New York City
Successor to
The Remington Arms Union Metallic Cartridge Co., Inc.

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FOR RETAIL HARDWARE DEALERS

THREE SALES IN ONE



ANCHOR BRAND HARDWARE PRODUCTS

LOXPRING SNAPS

IDENTIFIED BY THE ANCHOR



WHEN YOU SELL THIS— 1

"LOXPRING" Snaps are the only snaps made with the spring locked in. Even if the tongue should become spread, the spring would remain in place. Extra heavy frames resist the biting wear of hard work.

To horse owners who buy *"LOXPRING"* Snaps

QUICK-KLOZE HINGED EYE CHAIN SNAPS

MAKE PERMANENT, ON-THE-SPOT REPAIRS



Fig. 1 Fig. 2

YOU CAN SELL THIS— 2

Because *"QUICK-KLOZE"* Snaps are needed by truckers and farmers. All delay is eliminated when *"QUICK-KLOZE"* are handy. Figure 2 shows how the hinged section is swung against the other half of the eye. The projecting lug is struck with a hammer or stone—and the job is done.

CHAIN REPAIR LINKS

SAVE TIME, TROUBLE AND TRIPS TO THE BLACKSMITH



AND THEN THIS— 3

Customers who invest in repair snaps will surely show a live interest in chain repair links. These are quickly substituted for broken or worn links and actually improve the chain, easily carrying their part of the load under peak strain.

BY INVITATION MEMBER OF

LEADING JOBBERS EVERYWHERE SELL "ANCHOR BRAND" HARDWARE PRODUCTS

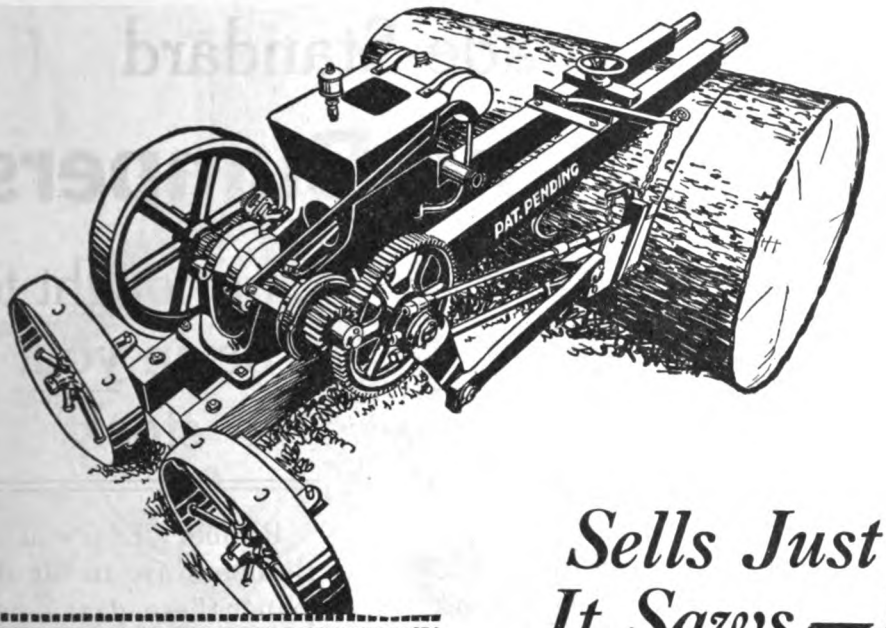
215

NORTH & JUDD MANUFACTURING CO.

NEW BRITAIN, CONN.

WHOLESALE ONLY

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Sells Just Like It Saws—Fast!

The WARNER 4-in-1 Drag Saw—1, Falls Trees; 2, Saws Logs; 3, Buzzes Up Branches; 4, Does Belt Work—is known as "America's Most Dependable Saw." It is in demand by Farmers, Loggers and Timberworkers. The WARNER cuts logs into any length and saws fast, often replacing 8 or 10 men. Takes all the hard work out of wood sawing. The WARNER is lighter in weight, saws fast and is most economical to operate. Mounted on 18-inch wheels with wide tires. Easy to adjust and operate.

Big Profits The live dealer is making up for the slackening in markets by pushing the WARNER Drag Saw. He finds it easy to sell because it does, by power, one of the hardest jobs about the farm. Instead of drudgery, wood sawing becomes a pleasure. Knowing that coal will be scarce, he has sold many to people having wood lots that they might have wood to sell at high prices. Many Tractor Dealers are pushing the WARNER during the dull season and it pays them big for our prices are right.

The WARNER "4 in 1" DRAG SAW

1—Falls Trees. 2—Saws Logs. 3—Buzzes Up Branches. 4—Does Belt Work.



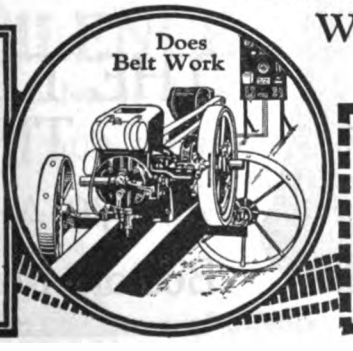
Falls trees—close to the ground.

Advertises You! While the WARNER Drag Saws have been on the market for years, they are still considered as a new kind of a machine by many. If you put one on somebody's place, the neighbors will soon know about it. They will go over to watch it run and inquire where it was bought. Then they will visit you. Our dealers tell us there isn't any machine on the market today that attracts so much attention to them—very good advertising.

Investigate Write today for free descriptive literature and attractive Dealers' proposition. Supply this demand for this splendid seller in your locality.



Buzzes Up Branches.



Does Belt Work

WARNER MFG. CO.
OTTAWA, KANSAS

WARNER MFG. CO.,
Ottawa, Kansas

Without obligation to me please send me Descriptive Literature and Special Dealers' Proposition on the Warner "4-in-1" Drag Saw.

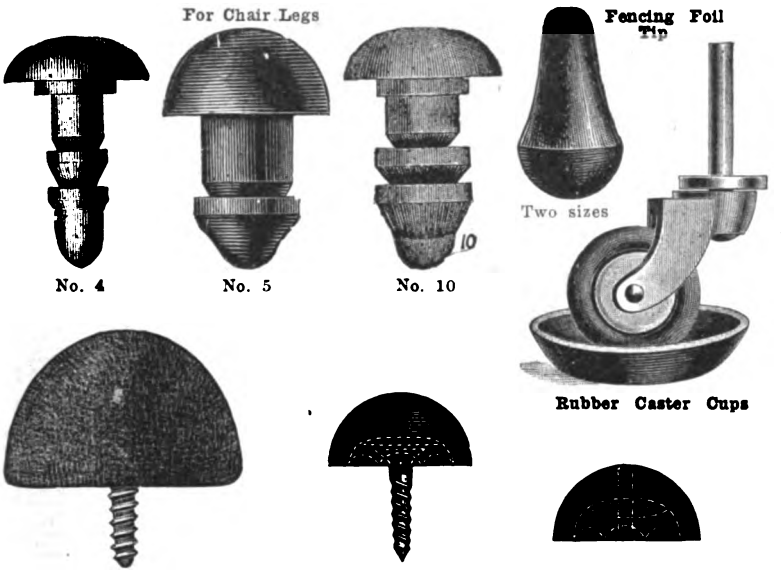
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Some High Grade Standard

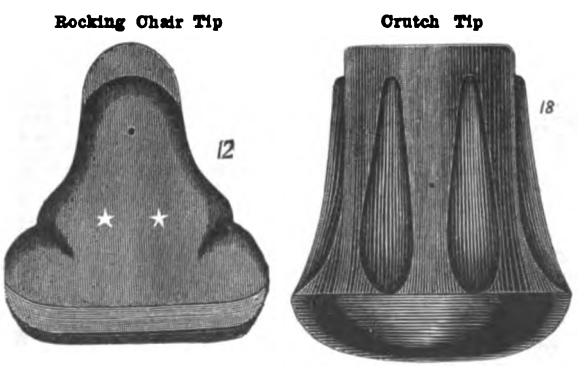
Rubber Tips and Bumpers







Brass headed nails only used in the manufacture of these rubber nails



That ought to be in your stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue

Boston, Mass. - U. S. A.

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DOMES *of* SILENCE

Counter Displays Sell Goods

AUTOMATICALLY reducing selling costs to the minimum. The experience of many merchants proves this. If you have not already utilized our counter display, why not profit by the experience of others. Put the

DOMES *of* SILENCE DISPLAY PACKAGE

on your counter. Sales of these efficient slides are sure to increase.

ORDER FROM YOUR JOBBER TO-DAY special assortment H1 consisting of ¼ gross sets each of the following sizes: ⅞" ¾" ⅝" ½". Domes of Silence save floors, rugs and furniture. Steady profit earners everywhere.

Henry W. Peabody & Co. **17 State Street, New York**

Domes of Silence Division

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(OVER)

Here are the jobbers who already have the NEW Domes of Silence display package in stock:

Los Angeles, Cal.
California Hdwe. Co.
Union Hdwe. & Metal Co.
Henry P. Hoffman Whol. Hdwe. Co.
Harper & Reynolds
Southwest Hdwe. Co.
Peerless Products Co.

San Francisco, Cal.
Dohrman Commercial Co.
Dunham, Carrigan & Hayden Co.
Sloss & Brittain
Hulse-Bradford Co.
Baker, Hamilton & Pacific Co.
D. N. & E. Walter & Co.
The Heyman Well Co.

Sacramento, Cal.
The Schaw-Batcher Co.

Oakland, Cal.
Maxwell Hdwe. Co.
C. L. Greeno Co.
A. Schlueter & Co.

San Diego, Cal.
Whitney & Co.

Denver, Colorado
The Morey Mercantile Co.
Geo. Tritch Hdwe. Co.
Wm. Volker & Co.

Bridgeport, Conn.
The Bassick Co.

Hartford, Conn.
Clapp & Treat, Inc.
The Tracy, Robinson & Williams Co.
L. S. Knoek & Co.

New Haven, Conn.
The John E. Bassett & Co.
Bronson & Townsend Co.

Cairo, Ill.
Woodward Hdwe Co.

Chicago, Illinois
Hibbard, Spencer, Bartlett & Co.
Carson, Pirie, Scott & Co.
Lussky, White & Coolidge, Inc.
Marshall Field Co.
S. A. Maxwell & Co.
E. Silverman Sons
Butler Bros.
Rehm Hdwe. Co.
Fuller Morrison Co.

Decatur, Ill.
Morehouse & Wells Co.

Evansville, Indiana
Clifford Hdwe. Co.
Frank Heyden
Boetticker & Kellogg Co.

Indianapolis, Ind.
Van Camp Hdwe. & Iron Co.

Davenport, Iowa
Sickles & Preston Co.

Des Moines, Iowa
Brown-Camp Hdwe. Co.
L. H. Kurtz & Co.

Fort Dodge, Iowa
Prusia Hardware Co.

Keokuk, Iowa
A. Weber Co.

Ottumwa, Iowa
Haw Hardware Co.

Sioux City, Iowa
Dymond-Simmons Hdwe. Co.
Knapp & Spencer Co.

Waterloo, Iowa
Cutler Hdwe. Co.

Atchison, Kansas
Blish, Mize & Silliman Hdwe. Co.
The Klostermeier Bros.

Salina, Kansas
Lee Hdwe. Co.

Wichita, Kansas
Simmons Hdwe. Co.

Louisville, Ky.
Belknap Hdwe. & Mfg. Co.
Otis Hidden & Co.

New Orleans, La.
United Hdwe. Co.
A. Baldwin & Co., Ltd.
Pitard-Saxton Hdwe. Co., Inc.

Pittsfield, Mass.
Pierson Hdwe. Co.

Springfield, Mass.
Carlisle Hdwe. Co.

Detroit, Mich.
Buhl Sons Co.
Standart Bros. Co., Ltd.

Saginaw, Mich.
Morley Bros.

Grand Rapids, Mich.
Foster, Stevens & Co.
Michigan Hdwe. Co.
Paul Steketee & Sons

Minneapolis, Minn.
Butler Bros.
Janney, Semple, Hill & Co.
Hall Hdwe. Co.
Simmons Hdwe. Co.

Duluth, Minn.
Kelly-How-Thomson Co.
Marshall-Wells Co.

St. Paul, Minn.
Adam Decker Hdwe. Co.
Farwell, Ozum, Kirk & Co.
Hackett Gates-Hurty Co.
G. Sommers & Co.

Kansas City, Mo.
Townley Metal & Hdwe. Co.
S. A. Maxwell & Co.
Bunting Hdwe. Co.
Richards & Conover Hdwe. Co.
Abernathy Furniture Co.
Wm. Volker & Co.

Bangor, Maine
Haynes & Chalmers Co.

Lewiston, Maine
Hall & Knight Hdwe. Co.

Portland, Me.
The Emery Waterhouse Co.
Talbot, Brooks & Ayer
Edwards & Walker Co.

Baltimore, Md.
Eastern Hdwe. & Supply Co.
Meyer & Thalmeier
American Wholesale Corp.
John Duer & Sons

Boston, Mass.
W. T. Hight & Co.
Burditt & Williams Co.
Chandler & Farquhar Co.
Decatur & Hopkins Co.
Atlantic Coast Hdwe. Co.
J. B. Hunter Co.
Bigelow & Dowse Co.
Geo. S. Harrington Co.
J. J. Richards Co.
Simmons Hdwe. Co.

Cambridge, Mass.
J. L. Hammett Co.

Fitchburg, Mass.
Fitchburg Hdwe. Co.

St. Joseph, Mo.
Wyeth Hdwe. & Mfg. Co.

St. Louis, Mo.
Butler Bros.
Blackwell-Wielandy Book & Stationery Co.
Ely & Walker Dry Goods Co.
Southern Hdwe. & Supply Co.
Rubelman-Lucas Hdwe. Co.
Simmons Hdwe. Co.
Geller, Ward & Hasner Hdwe. Co.
Shapleigh Hdwe. Co.
Wite Hdwe. Co.
H. W. Jameson Hotel Supply Co.
Specialty Hdwe. Co.

Billings, Montana
Billings Hdwe. Co.

Lincoln, Nebraska
Pieper Bros.

Omaha, Neb.
Wright & Wilhelmy Co.

Keene, N. H.
Spencer Hdwe. Co.

Newark, N. J.
Banister & Polard Co.
John Giesinger & Co.
Roy & Conover

Paterson, N. J.
J. A. Van Winkle & Co.

Albany, N. Y.
Albany Hdwe. & Iron Co.

Hudson, N. Y.
J. C. Rogerson & Co.

New York City
Masback Hdwe. Co.
Butler Bros.
C. H. & E. S. Goldberg
Hammacher, Schlemmer & Co.
R. K. Carter Co.
Chas. Cordts & Co., Inc.
Hdwe. House of America
E. Ullman & Sons, Inc.
Mathews, Richardson & Co.
W. L. Blumberg & Co.
R. Christensen
Renz, Intermann & Granett, Inc.
Wm. Goldenblum & Co.
Gould Mersereau Co.
Chas. Kurzon & Co.
Neal & Brinker Co.
Stekels-Loder Co.
Chas. H. Pratt
Chas. J. Smith & Co.
C. A. Baynon
Benjamin Gillespie Co.
Neuss Hessleln & Co., Inc.
Underhill, Clinch & Co.
James S. Barron & Co.
Rothbaum & Linwand
Semer Hdwe. Co.
M. Shiffman & Son
American Dry Goods Co. of N. Y.
Simmons Hdwe. Co.

Binghamton, N. Y.
Crocker & Ogden Co.
Babcock, Hinds & Underwood

Buffalo, N. Y.
H. D. Taylor Co.
Weed & Co.
Buffalo Wholesale Hdwe. Co.
Beals, McCarthy & Rogers

Elmira, N. Y.
Barker, Rose & Clinton Co.

Hornell, N. Y.
The Frank B. Peck Co.

Ithaca, N. Y.
Treman, King & Co.

Kingston, N. Y.
L. S. Winne & Co.

Plattsburgh, N. Y.
M. P. Myers & Co., Inc.

Rochester, N. Y.
Mathews & Boucher

Schenectady, N. Y.
Clark, Witbeck Co.
Wallace Armer

Syracuse, N. Y.
Burhans & Black, Inc.

Troy, N. Y.
J. M. Warren & Co.

Utica, N. Y.
Roberts Hdwe. Co.
David S. Foster Sons & Co.

Watertown, N. Y.
W. W. Conde Hdwe. Co.

Fayetteville, N. C.
Huske Hdwe. House, Inc.

Greensboro, N. C.
Odell Hdwe. Co.

Barberton, Ohio
The Weisberger Co.

Canton, Ohio
Canton Hdwe. Co.

Chillicothe, Ohio
Spetnagel Hdwe. Co.

Cincinnati, Ohio
The Kruse & Bahlmann Hdwe. Co.
The Kuhlmann Hdwe. Co.
The Kruse Hdwe. Co.

Cleveland, Ohio
The W. Bingham Co.
The Luetkemeyer Co.
The Wm. Edwards Co.
The Geo. Worthington Co.

Columbus, Ohio
Smith Bros. Hdwe. Co.
Columbus Uphol. Supply Co.

Toledo, Ohio
The Bostwick Braum Co.
Simmons Hdwe. Co.

Marietta, Ohio
The Union Hdwe. Co.

Portland, Oregon
Marshall Wells Co.
The Honeyman Hdwe. Co.
F. S. Harmon & Co.

Allentown, Pa.
C. Y. Schelly & Bro.
F. Hersh Hdwe. Co.

Bradford, Pa.
Emery Hdwe. Co.

Erie, Pa.
Palace Hdwe. Co.

Huntingdon, Pa.
C. H. Miller Hdwe. Co.

Lebanon, Pa.
Geo. Krause Hdwe. Co.

Lancaster, Pa.
Herr & Co.
Reilly Bros. & Raub
Steinman Hdwe. Co.

Philadelphia, Pa.
Dunn & Eldridge Co.
Supplee, Biddle Hdwe. Co.
W. H. & G. W. Allen
J. Jacob Shannon & Co.
Chas. J. Field's Sons
Simmons Hdwe. Co.

Pittsburgh, Pa.
James C. Lindsay Hdwe. Co.
Fort Pitt Hdwe. Co.
Logan Gregg Hdwe. Co.
The Hukill-Hunter Co.
S. A. Maxwell & Co.
Steiner & Voegtly Hdwe. Co.
Joseph Woodwell Hdwe. Co.
J. A. Williams & Co.

Reading, Pa.
Bard Hdwe. Co.
Stichter Hdwe. Co.

Scranton, Pa.
Weeks Hdwe. Co.

Wilkes Barre, Pa.
Lewis J. Bennett Hdwe. Co.

Providence, R. I.
Belcher & Loomis Hdwe. Co.

Nashville, Tenn.
Keith Simmons & Co.

Dallas, Texas
Butler Bros.
Huey & Philip Hdwe. Co.

Laredo, Texas
A. Deutz & Bro.

El Paso, Texas
Krakauer, Zork, Moyes, Sucs, Inc.

San Antonio, Texas
Geo. Potchernick
Heusinger Hdwe. Co.

Salt Lake City, Utah
Strevell Paterson Hdwe. Co.
The Salt Lake Hardware Co.
Zion Co-operative Mercantile Inst.

Richmond, Va.
Virginia Carolina Hdwe. Co.
Watkins-Cottrell Co.

Lynchburg, Va.
Anslie-Martin Co., Inc.

Tacoma, Wash.
F. S. Harmon & Co.

Bellingham, Wash.
Morse Hdwe. Co.

Seattle, Wash.
Spelger & Hurlburt, Inc.
Schram & Ware, Inc.
F. S. Harmon & Co.
Seattle Hdwe. Co.
Rhodes Bros. Co.
Whiton Hdwe. Co.

Spokane, Wash.
F. S. Harmon & Co.
Jensen-King-Byrd Co.
Holter Hdwe. Co.

Everett, Wash.
Pacific Hdwe. Co., Inc.

Washington, D. C.
Barber & Ross
F. P. May Hdwe. Co.
Rudolph & West Co.

Parkersburg, West Va.
W. H. Smith Hdwe. Co.

Milwaukee, Wis.
Wm. Frankfurth Hdwe. Co.
John Pritzlaff Hdwe. Co.

Green Bay, Wis.
Morley, Murphy Hdwe. Co.

LaCrosse, Wis.
V. Tausche Hdwe. Co.

HENRY W. PEABODY & COMPANY

17 STATE STREET — *Domes of Silence Division* — **NEW YORK**

(OVER)

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Royal Service

QUICK delivery of Royal Cotton Waste is made possible by the immense stock that is always on hand in the finished-stock room. The Twelve Standardized Royal Grades, ordered by grade name from the Royal Sampling Catalogue, eliminate the delays, as well as the quality variations, that are unavoidable in the case of ordinary Wastes. Royal service is as prompt as it is dependable.

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE





ROYAL MANUFACTURING Co

General Offices & Mills
Rahway, N. J.

New York Chicago
Baltimore

THE GUARANTEE: Uniform Quality 6% Tare (Wrappings) Exact Weight

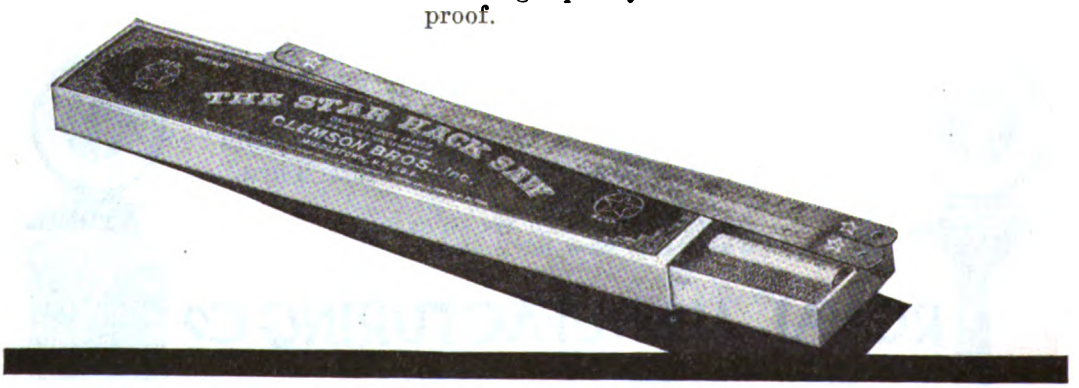
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Look over your ledger some day and pick out your best customers. Likely enough their profit-making connection started with the purchase of some small article like Star Hack Saws.

The satisfaction that brings back your customer day after day, and year after year, depends on your ability to sell him what he wants, not something that you think will serve just as well.

Experience shows that repeat sales come from selling standard goods, which sell best because their high quality is so well known it needs no proof.



STAR HACK

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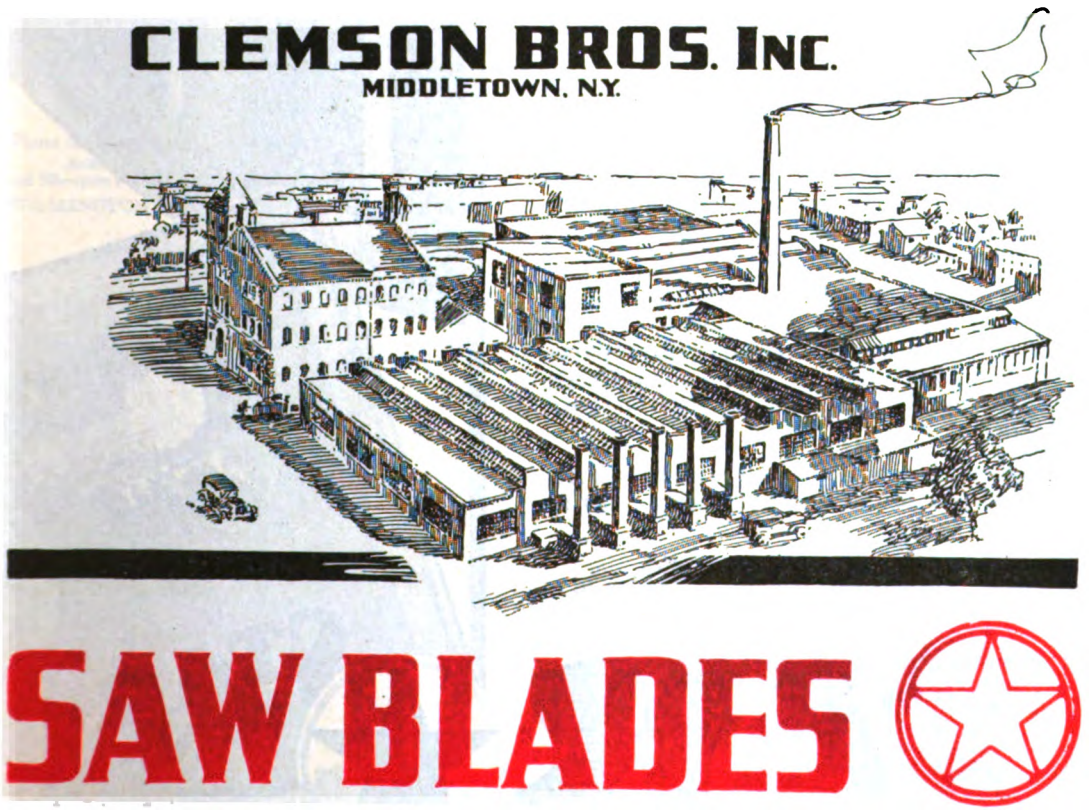
started with Star Hack Saws"

For 37 years Star Hack Saws have been the largest selling blades, because they are known to give so much better metal cutting results than any other saws.

Scarcely a hardware store or supply house in the country but has its stock of Star Saws in the famous green box. To thousands of dealers and users the Star is literally the only hack saw they know.

Old friends of the Star have been interested in our announcement that we who have made Star Hack Saws since 1883 have taken over the marketing of them as well. Which is part of our policy of getting Star quality even more widely known and appreciated than it is now. As part of this policy our national advertising for the coming year will be carried out on a wider and more dominating scale than ever before. And our sales cooperation with you will be as complete as we can make it.

In ordering through distributors, be sure you get "Star." Your inquiries and direct orders should be sent to this office, where they will have prompt attention.



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Have You Received The STAR Line Book

We shall be glad to send you a copy of this book —said to be the largest and most complete catalog and barn book ever published showing a line of everything needed for the barn.

It is a valuable book for any dealer to have. Even as a reference book you will find it convenient, but you will be more interested in the business opportunity it will show you in selling STAR Line Goods in your territory.

Selling STAR Line Goods means having "something to sell the whole year around"—plus the backing of vigorous year around farm paper advertising and the prestige of the name STAR everywhere as the mark of quality on barn equipment.

If you haven't received your copy of the STAR Line Book you are missing something. Let us send it.

HUNT, HELM, FERRIS & CO.
Harvard, Ill. *Complete Barn Outfitters* Albany, N. Y.
Designers and Manufacturers of

STAR Equipment



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DU PONT

THE STANDARD SHOTGUN POWDER

The Du Pont Plan for Reducing Your Inventory on Shotgun Shells

IN these times no one can afford to give shelf-room to "slow-movers."

The Du Pont plan *advocates the elimination of all shell loads except those in active demand* with the great majority of shooters. This cuts out all "special" loads that tie up space and dollars, and provides highly concentrated stock that can be turned over rapidly and completely.

The loads themselves are listed below. They are the very best that our experience of over a century can produce, and will satisfactorily meet all requirements in all sections of the country. Last fall practically every sportsman's magazine carried our message to the shooter, to ask his dealer for shells from this table. This campaign will be stronger than ever in 1921. Bear this in mind when ordering your stock for the coming year.

Most Shooters Use Du Pont Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot	SIZES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	4, 5, 6 or 7
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	5, 6, 7 or 8
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 7½
Pheasants	3	24	3¼	1⅛	5, 6, 7 or 7½
Geese	3½	28	3½	1⅛	4, 3, 2, 1, or BB
Wild Turkey	3½	28	3½	1⅛	4, 3, 2 or 1
Squirrel, Rabbits	3	24	3¼	1⅛	6 or 7
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 8
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛	7½, 8 or 9
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼	7½ or 8

Facts that Every Dealer Should Know about Du Pont

"Du Pont" has the largest sale of any powder made.

* * *

—because it gives the highest velocity.

* * *

—because it gives the closest patterns.

* * *

—because it develops the lowest initial pressure which means less strain on the gun.

* * *

—because it is the cleanest burning powder made.

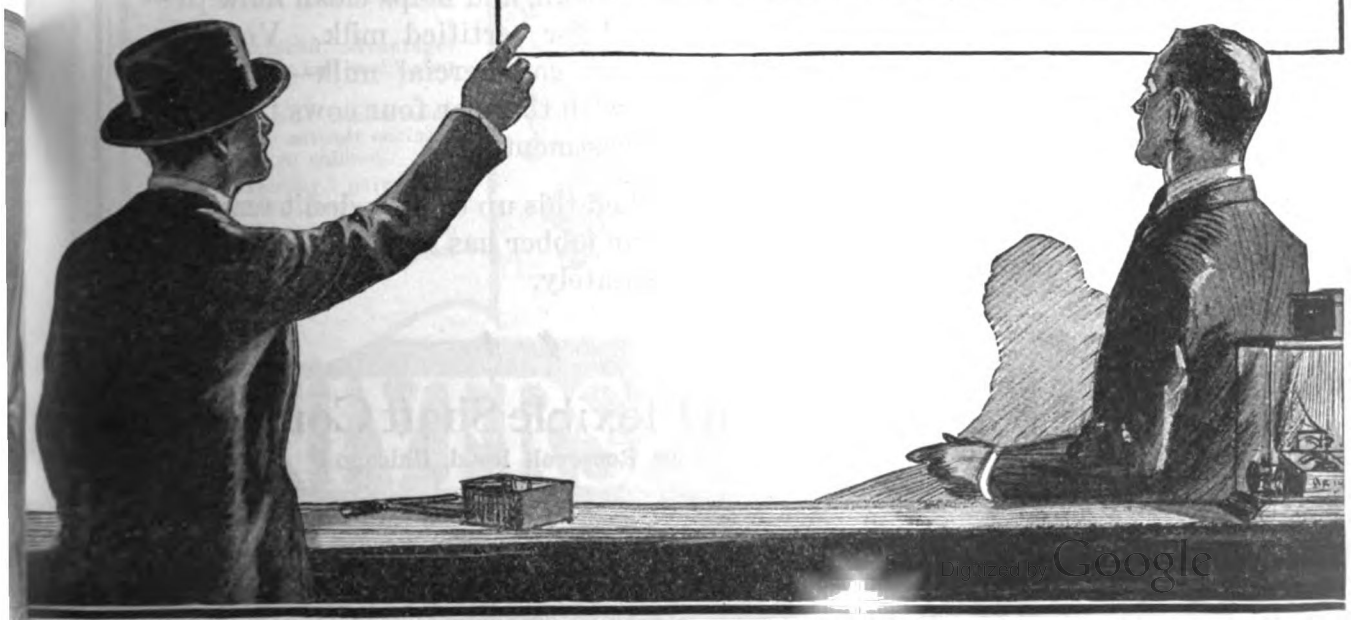
* * *

—because it is waterproof, dependable, and absolutely uniform year in and year out.

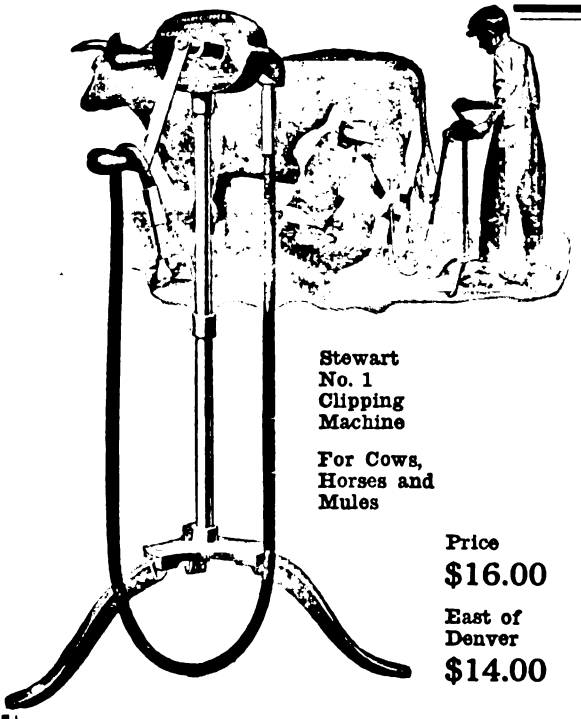
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A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.



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Stewart
No. 1
Clipping
Machine

For Cows,
Horses and
Mules

Price
$16.00

East of
Denver
$14.00

Cow Clipping Spells a Big Opportunity to the Dealer

National Advertising Brings the Customer to Your Store

What the Users Say Facts for Your Customer

Edgemoor Farm

Santee, Calif., Feb. 9, '20.

We find that keeping the tail, udders and hindquarters of all our cows in milk clipped helps greatly in keeping down the bacteria count, which is absolutely necessary in certified milk, although very desirable in ordinary commercial milk.

EDGEMOOR FARM.

Spokane, Wash., Nov. 6, '19.

I have used the Stewart Clipping Machine for the past seven years, and I could not wish for a better machine. I consider it a necessity to keep the cows' tails, udders and bellies clipped all the time, when one is trying to produce perfectly clean milk.

WALTER D. JONES.

We Back You With Sales Helps, Too

New window cards, featuring National Dairy Show prize winners.

Electrotyped ads. ready to run.

"Clean Milk" folders for mailing.

Cuts for ads. or circulars.

Ask for them.

RIGHT NOW, and for several months ahead, cow clipping makes more selling chances for Stewart Clipping Machines. Get in touch with every cow owner in your community. Dairymen and farmers have read our advertising in their leading papers, and you'll find them interested.

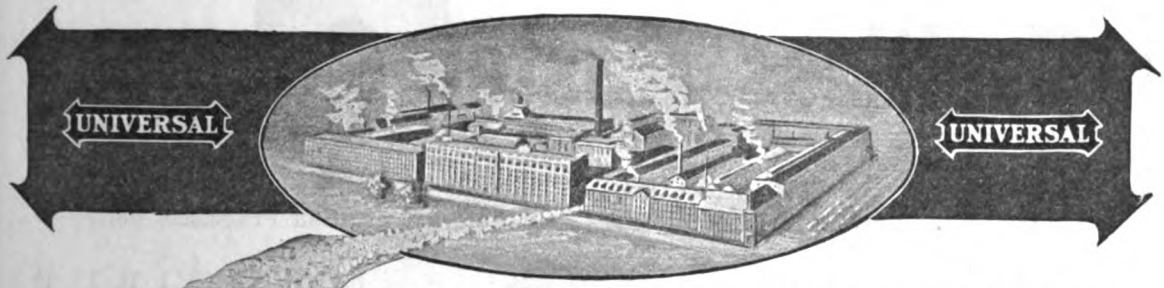
You should know, and tell your customers, that progressive dairymen clip flanks and udders of all dairy cows during the stabling period; makes it easy to keep them clean, and helps clean milk production. Essential for certified milk. Very desirable for ordinary commercial milk—even the small milk dealer with three or four cows finds the Stewart a good investment.

If you've overlooked this up to now, don't wait one hour longer. Your jobber has a stock, and will fill your order immediately.

Chicago Flexible Shaft Company

5604 Roosevelt Road, Chicago

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THE LATEST ACHIEVEMENT

In the Great Line of UNIVERSAL SUCCESSES

The line of Universal successes traces back to an organization which has never been content to make merely acceptable products nor to stop at achieving ordinary results.

The new Universal Electric Washer is the typification of advanced designing—the culmination of progressive experience in producing Electric Home Needs of surpassing quality.

The Universal is a **perfected** washer destined to win the confidence and preferment of housewives who for years have had unwavering faith in Universal products. It will bring full realization of their exacting ideals and prove in service far superior to its price.

LANDERS, FRARY & CLARK - New Britain, Conn.

Write for Special Bulletin which pictures and describes the Universal Washer in detail.



UNIVERSAL

"The Washer That Needs No Watching"

Simplicity and sturdiness for service without servicing.

Has combined advantages of revolving and oscillating types.

Motor and transmission mechanism entirely enclosed in handsome cabinet.

Quick-draining, galvanized tub with settling zone.

Non-sagging, swinging wringer locks in four positions.

UNIVERSAL ELECTRIC WASHER

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Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville  Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

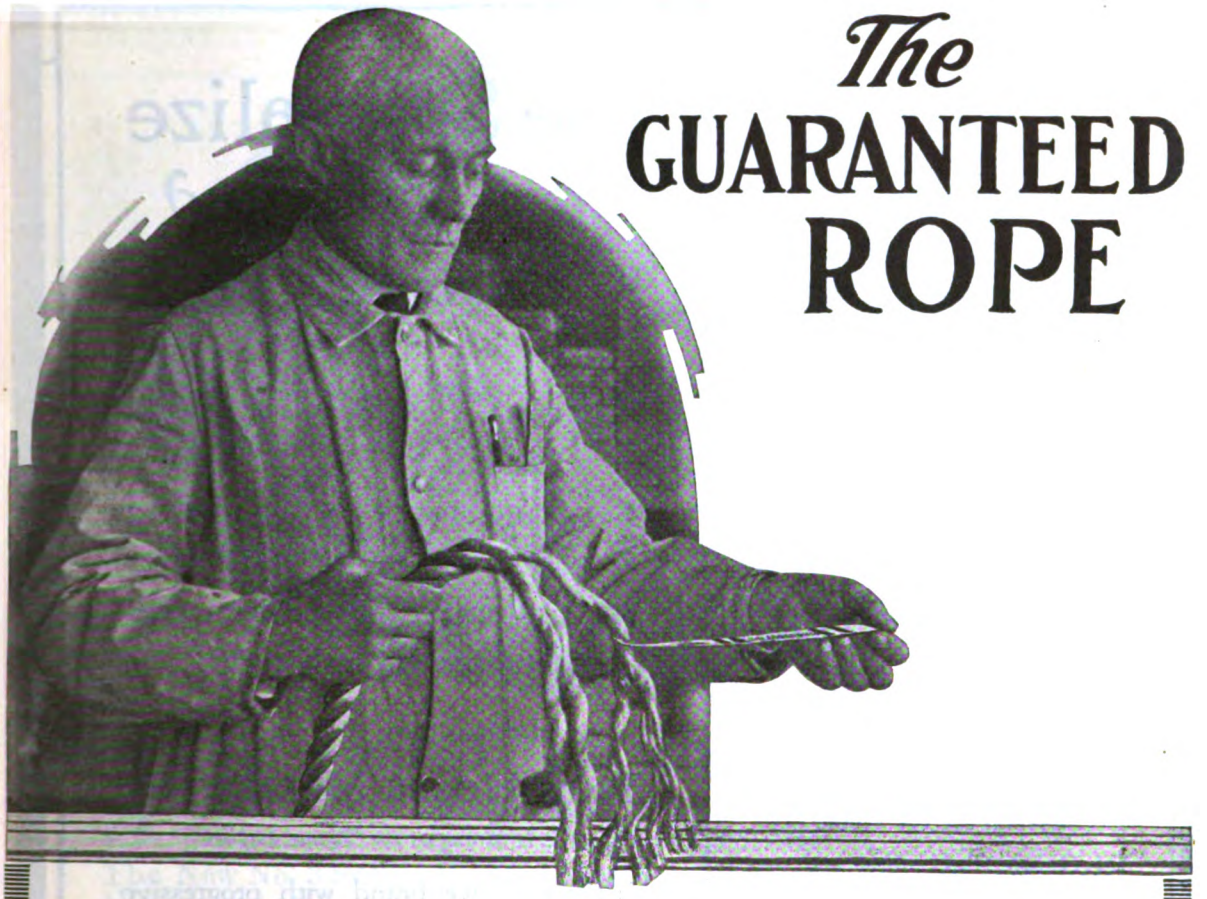
Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

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The GUARANTEED ROPE

"Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."



COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "*The Cordage City*"

Branches:— New York, Chicago, Boston, Baltimore, Houston

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TWO pieces of home equipment every housewife positively needs —the Iron Horse Sink Garbage Pail, shown above, and the Underground Garbage Pail, featured below. The combination we call the

Iron Horse Complete Garbage System for the Home

Sink Garbage Pail. Neat and convenient, the cover perforated for draining off all liquid, fly-proof and sanitary, garbage out of sight and odorless.

Underground Garbage Pail. Frost-proof and fly-proof, the earth absorbs all odor, out of sight, and wonderfully convenient.

Are you selling these two profitable items? If not, write for booklet No. 113.



We Specialize *on* Ash *and* Garbage Cans

HEAVY, rigidly built, hand soldered *Pails and Cans*— the kind that go on giving satisfactory service long after the ordinary can has been relegated to the rubbish heap.

And that is why

IRON HORSE METALWARE

"As Strong as the Name Implies"

is the exclusive brand with progressive hardware dealers the country over, for both they and their customers have come to rely on the extra heavy materials, the superior workmanship and carefully thought out design, which characterizes that wide variety of metalware items built under the Iron Horse label.

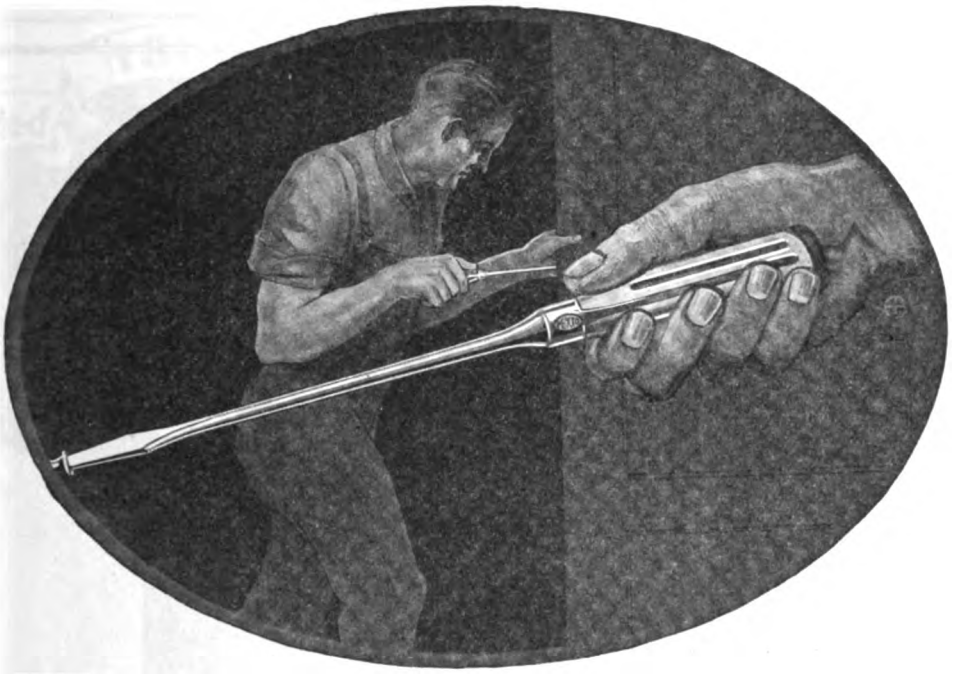
By the way, have you a copy of the complete Iron Horse Catalogue? If not, write for one today





ROCHESTER CAN COMPANY
ROCHESTER, NEW YORK

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Stimulate Your Screw Driver Sales

A PEXTO Screw Driver Display on your counter or show case will sell many screw drivers with little sales effort.

The New No. 3 Solbar Screw Driver is of ***solid steel*** construction. The bar extends the entire length of the tool, making it one of the strongest screw drivers on the market.

It is fitted in the round, fluted wood handle scales, held securely in place by two heavy flush rivets.

This style handle fits the hand perfectly and gives a ***positive continuous*** grip.

It is the only tool of its kind with a heavy, beveled shoulder, which prevents the hand from slipping down the rod.

Finished in natural wood, it is an exceptionally attractive tool, and its sturdy make up will appeal at once to mechanics and automobilists.



Our Machinist's screw driver has a square shank, which permits using with a wrench.

Carpenter's and Cabinet styles made in sizes from 2-inch to 12½ inches.

Send for a supply of folders, describing entire line of Screw Drivers

PEXTO

WORTH WHILE TOOLS

THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

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It is a pleasure to own a

Baldwin Porcelain Lined Refrigerator

It is an equal pleasure to sell one.

The glossy white porcelain lining of THE BALDWIN is in one piece—hard as flint. It cannot crack—it will not peel. Clean it as easily as a porcelain plate, and when clean it stays clean.

Baldwin Refrigerators have been manufactured for upwards of fifty years and in selling them you are not offering to your customers an experiment.

There should be a good refrigerator in every home.

BALDWIN REFRIGERATOR COMPANY
Burlington, Vermont

There is a stock of Baldwin Refrigerators carried in San Francisco by Heyman-Weil Company.

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Founded 1866

GIANT



Partial view of one of the Giant Plants at Giant, California.

The oldest manufacturers

Your customers know there is a logical reason for the better and cheaper blasting results of Giant Powders. They have been improved and developed longer than any other dynamite or powder made in this country.

In 1866 the first Giant laboratory was built in the present Golden Gate Park. Today, with our chain of great plants and magazine stocks throughout the entire West, we can serve you with Giant Powders.

There is a good profit in every sale of Giant Farm Powder. Its use leads to improvements, permits the use of intensive tillage methods and develops your farm machine market. More than 3000 merchants are selling Giant Powder in constantly increasing quantities. These merchants have found that sales of Giant Farm Powders bring repeat orders. Farmers who once use them always come back for more. Dealers who have been selling only the ordinary dynamites find that their sales increase rapidly as soon as they stock the Giant brands.

Write for information regarding the ways in which we help Giant dealers to sell more Powder.

THE GIANT POWDER CO., Con.

"Everything for Blasting"

HOME OFFICE: SAN FRANCISCO

Branch Offices: Butte, Denver, Los Angeles, Salt Lake City, Seattle, Spokane, Portland

EXPLOSIVES

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New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST

Pacific Coast Representatives

Wm. P. Horn Co.
Rialto Bldg.
San Francisco

Portland
Los Angeles
Seattle



NEW YORK STAMPING COMPANY

Brooklyn, New York

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The Man as a Purchaser of Silverware

Few men are good at remembering anniversaries or at knowing what to give, even while they are anxious to give something and have that something right. But if they know that the wife, or mother, or daughter is gradually acquiring a silver flatware service, the question of what to give is solved—not for one anniversary but for several in succession.

The man who becomes a regular customer is worth cultivating.

INTERNATIONAL SILVER COMPANY
Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco, Calif.

The Family Plate for Seventy Years.

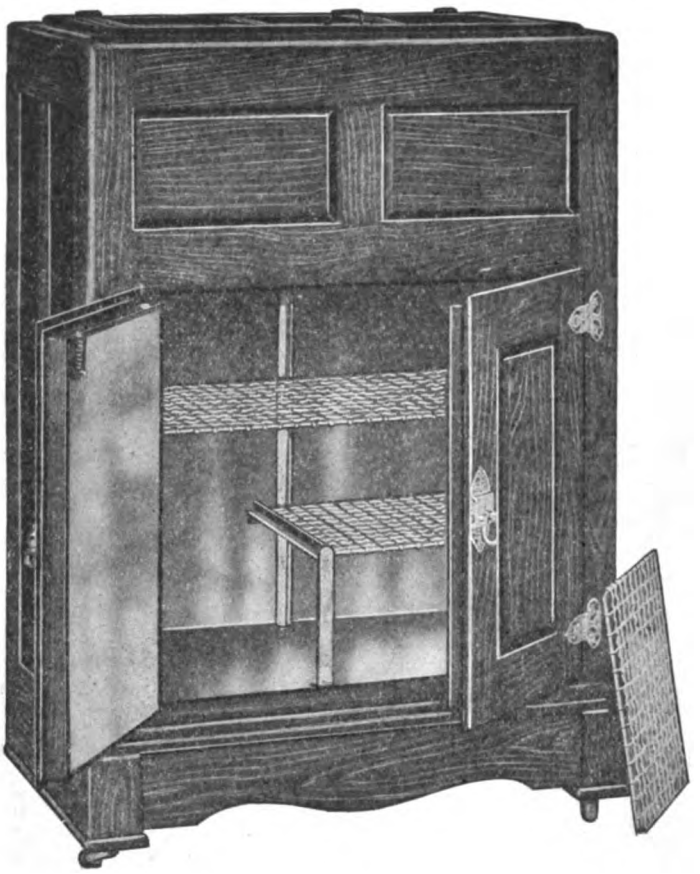
1847 ROGERS BROS.

SILVERWARE



"Cromwell" Pattern

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Announcement

WE take pleasure in announcing that The HOFFMAN HARDWARE CO., Los Angeles, California, will distribute MONARCH REFRIGERATORS in Southern California and Arizona, effective at once.

We wish to thank the dealers who have handled our Refrigerators in the past and solicit for The Hoffman Hardware Co. their future orders.

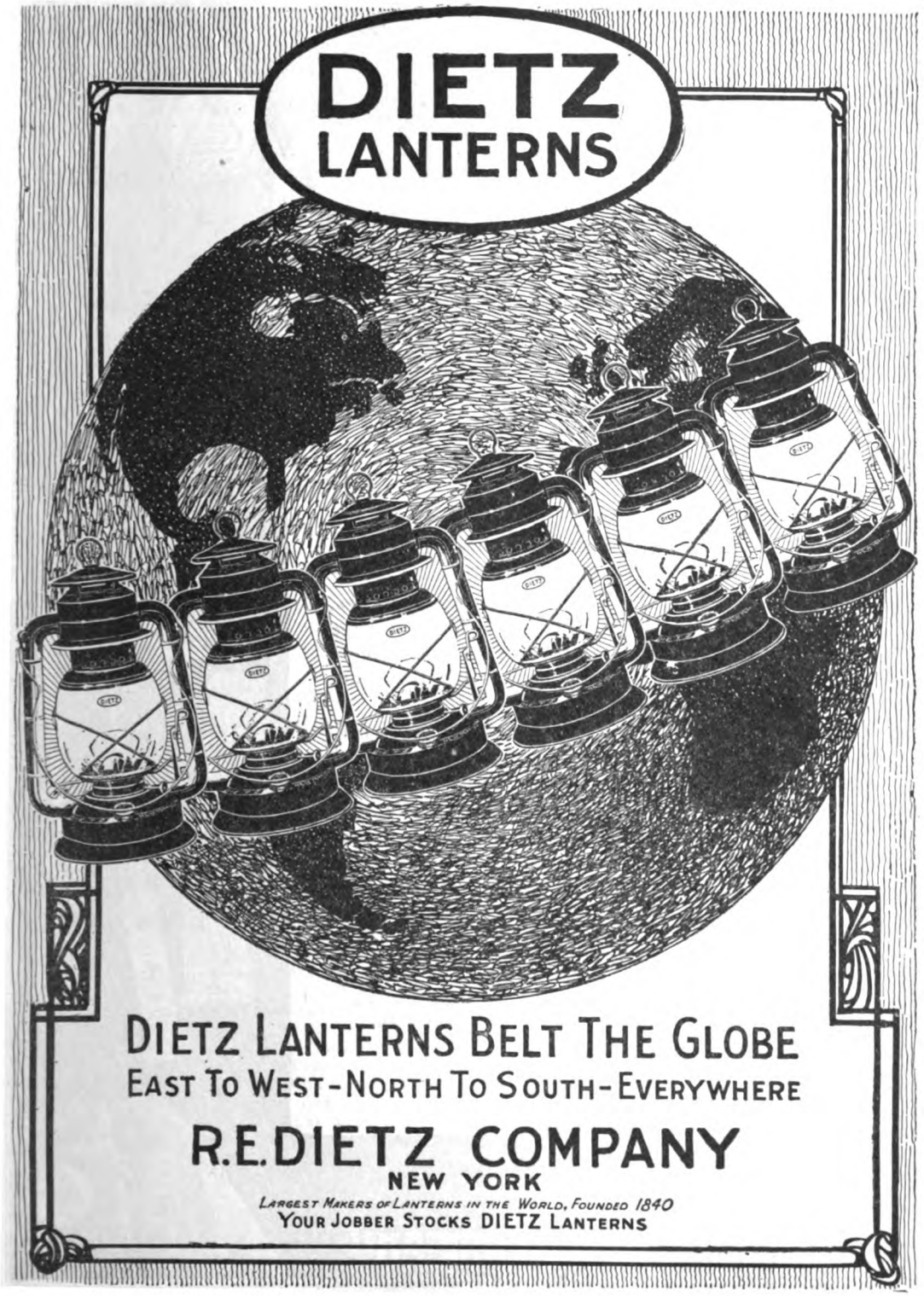
The Hoffman Hardware Company is prepared to fill orders for Monarch Refrigerators at the present time. It will be our aim in the future as in the past to see that dealers are provided with Monarch Refrigerators from the large stocks in Los Angeles and San Francisco.

The Monarch Refrigerator Works, Burlington, Vt.

THE HOFFMAN HARDWARE CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

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Money Makers

The real money makers in any store are the goods that sell quickly and steadily in the face of a big, continuous demand.

You find just this kind of goods in mops, cotton wastes, and cleaning cloths. There 's hardly a home or large building in your town that has not got one or more mops in constant use. There 's not a factory that is not consuming waste in heavy quantities.

Right in your town this trade is waiting for you, offering you a chance for big, new profits. You can get more of this business. Stock up with Masco products. Give them window and counter space. They 'll do the rest.

Customers find long wear and efficiency in all kinds of Masco goods. Thirty-eight years of manufacturing experience have made them standards. In every line they sell themselves, bring you repeat orders and new business. Write today for our descriptive catalogue.

MASCO PRODUCTS

MACHINED COTTON WASTES, MASCO MOTOR WASTE, MASCO MOPS AND MOP HEADS, CAULKING COTTON, WICKING, ROPES AND TWINES.

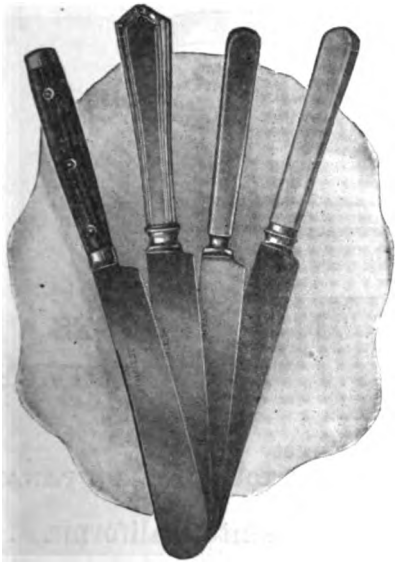
MASCO PRODUCTS

MASSASOIT MANUFACTURING COMPANY
FALL RIVER MASS.

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STAINLESS—The New Cutlery Steel

"NEITHER RUSTS, STAINS NOR TARNISHES"



As its name suggests, Stainless is an alloy steel that does not rust, and is immune to the effects of certain acids found in food.

At a time when the "maid" problem has reached such an acute stage, it is only natural to look for the materials and appliances which tend to reduce to a minimum work in the household.

A plated knife is only an imperfect expedient for, while it saves frequent cleaning, it cannot be sharpened properly.

Stainless does away with frequent scouring, so necessary with ordinary steel knives, and it can be sharpened to a keen edge.

Incidentally Stainless should be the means whereby some of the trade now going to the department and jewelry stores, can be brought back to the cutlery and hardware establishments.

If you would turn out work of the **highest character,** there are two important things to be considered, QUALITY of MATERIAL and QUALITY of WORKMANSHIP. Because it has non-staining qualities, possessed by no other high-grade steels, Stainless must be considered a Material of Quality. The names of those companies manufacturing Stainless cutlery are guarantees of Quality of Workmanship.

Stainless cutlery is "made in America" by the following companies:

American Cutlery Company.....Chicago, Illinois
Clement Manufacturing Company.....Northampton, Mass.
Failor-Martin Corporation.....Bloomfield, New Jersey
International Silver Company.....Meriden, Connecticut
John Russell Cutlery Company.....Turners Falls, Mass.
Lamson & Goodnow Mfg. Co.....Shelburne Falls, Mass.
Landers, Frary & Clark.....New Britain, Conn.
Northampton Cutlery Company.....Northampton, Mass.
Reed and Barton.....Taunton, Mass.
Rogers, Lunt & Bowlen.....Greenfield, Mass.
Simeon L. and George H. Rogers Co...Hartford, Connecticut
Wm. A. Rogers, Limited.....Niagara Falls, New York
Shelton Tool and Machine Co.....Derby, Connecticut
R. Wallace & Sons Mfg. Co.....Wallingford, Conn.
Washington Cutlery Company.....Watertown, Wisconsin

AMERICAN STAINLESS STEEL COMPANY

1543 Oliver Building, Pittsburgh, Pa.

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THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGURS



CHISELS
DRAW KNIVES





NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

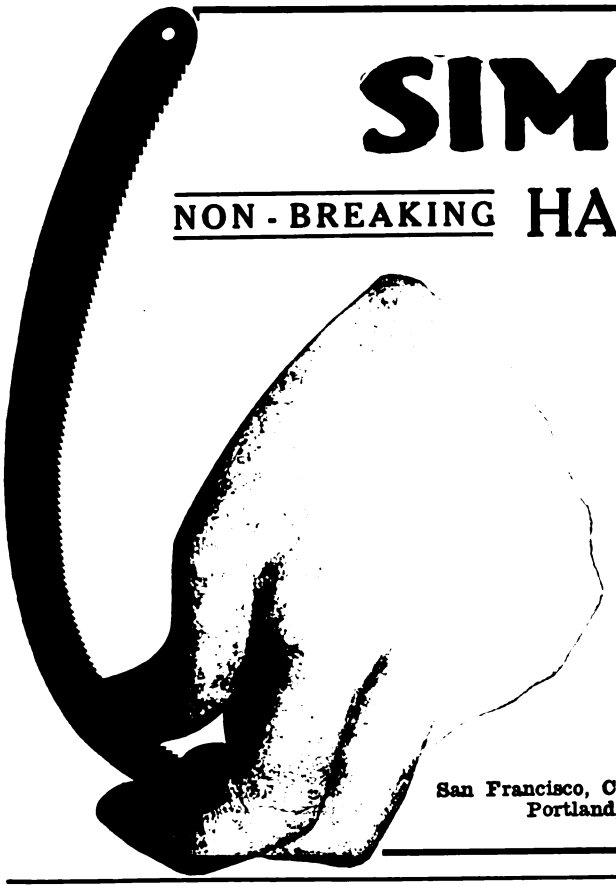
Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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SIMONDS

NON-BREAKING HACK SAW BLADES



For machine or hand use, there is no hack saw blade that will give as efficient service as the Simonds Hard Edge Blades. They are the non-breaking blades that do not shell teeth and stand up to the toughest kind of metal cutting jobs. Dealers in all parts of the country find a big demand for Simonds blades and Hack Saw Frames.

Write for prices and selling proposition.

Simonds Manufacturing Co.

"The Saw Makers"

San Francisco, Calif. Portland, Oregon Seattle, Wash. Vancouver, B. C.

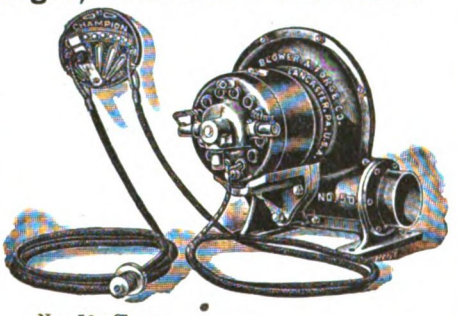
Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

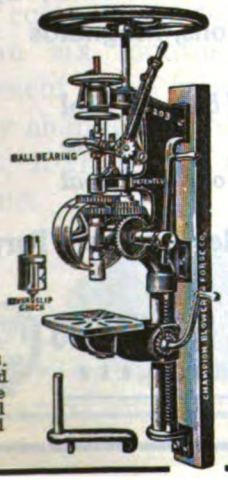


No. 401. Rivet Forge

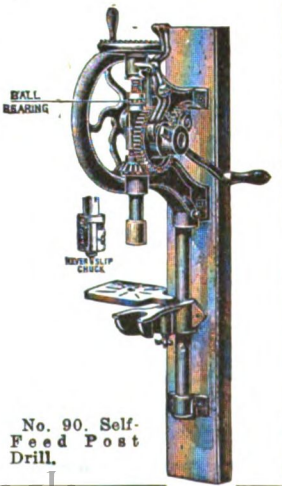


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 203. Self-feed and Double Compound Lever Feed Drill.



No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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"Yankee Vise" No. 1993

WITH SWIVEL BASE

A GREAT LITTLE VISE FOR A BIG LOT OF WORK

An entirely new feature in vises, quickly appreciated by Tool Makers, Machinists, Electricians, Amateurs, and all users of high grade labor saving tools.

Quickly detached from swivel base by the turn of a set screw; and being accurately machined all over can be used in any position as a jig for special work on drill press, shaper, etc.

Holds work rigid at any angle with use of the special grooved block.

The swivel base is easily and firmly locked and released in any position by a short movement of lever at the side.

Jaws 2¾" Wide, 1⅞" Deep, Opening 3⅛", Base 7½" long.

YOUR JOBBER WILL SUPPLY YOU

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

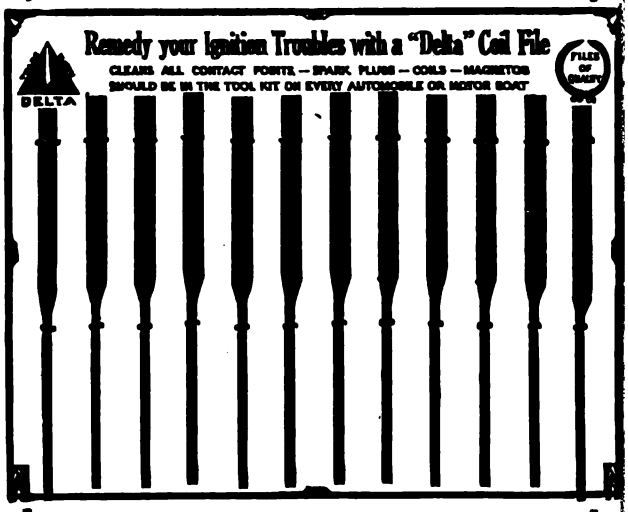
TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

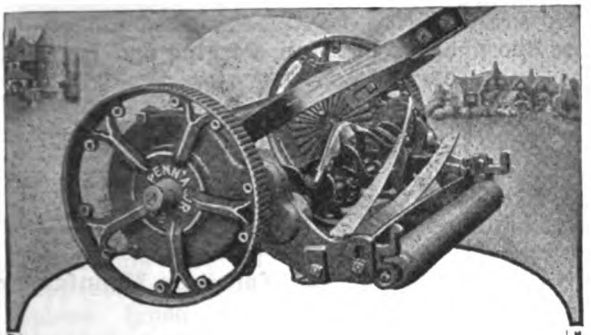
High Grade Files for Every Purpose

TRADE MARK DELTA

DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY

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Built Right—
Priced Right

PENNSYLVANIA
Quality
LAWN MOWERS

The present prices of "PENNSYLVANIA" *Quality* line of Mowers, as compared with pre-war figures, is fifty per cent less than the average increase on 259 Hardware lines, as shown in a list compiled by a Hardware Jobber and submitted to the Atlantic City Convention.

It costs more to build now, than six months ago, when present price was made, so if any change occurs before July 1st, 1921, it will not be a decline.

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

FACTS
Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

The LUDLOW SAYLOR WIRE CO.
ST. LOUIS, MO.

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THE BRIER HILL STEEL CO.

MANUFACTURERS

Washed Metal, Basic and Bessemer Pig Iron, Low Phosphorous Pig Iron, Forging and Re-rolling Billets, Slabs, Sheet and Tin Bar

PLATES and BLUE ANNEALED—12 Ga. to 2″ Thick
Rolled on 84″ and 132″ Mills

SHEETS—Blue Annealed, Black and Galvanized
10 Gauge and Lighter

Formed Roofing and Siding, Special Finish Sheets for Automobile and Furniture Manufacture. Deep Drawing Stock, Etc.

TRADE MARK QUALITY THE BRIER HILL STEEL CO YOUNGSTOWN OHIO SERVICE

PICKLED STOCK
2 inches Thick and Lighter
72 inches Maximum Width
222 inches Maximum Length

General Offices: Youngstown, Ohio

DISTRICT OFFICES: New York, Chicago, Philadelphia, Cleveland, Kansas City, Lynchburg, Pittsburg, New Orleans, Salt Lake City, San Francisco, San Antonio.

EXPORT AGENTS:
Consolidated Steel Corporation, New York City

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox
Postal Telegraph Bldg., San Francisco, Cal.

Jones & Cox,
Newhouse Bldg., Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg., Los Angeles, Cal.

Taylor, Youngs & Cox,
209 Ideal Building, Denver, Colorado

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

Strimple & Cox,
Corbett Bldg., Portland, Ore.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

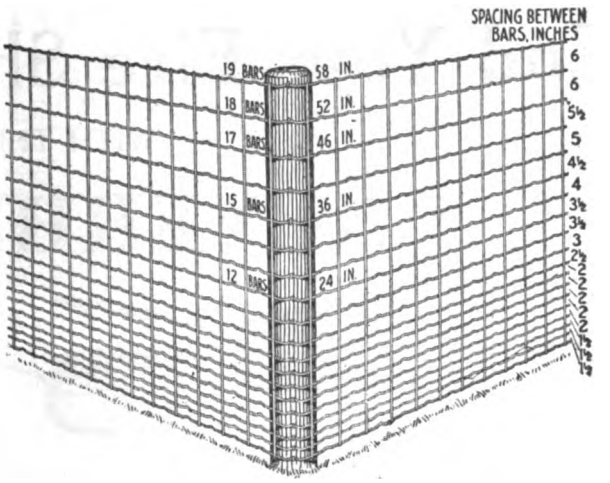
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"Pittsburgh Perfect"

Electrically Welded

Farm Fencing

Maximum strength, durability and appearance are combined in this one-piece fence fabric. Electrically welded at every joint, thus eliminating wraps, twists and ties that add weight and hold moisture. Made exclusively of our own Open Hearth steel, heavily galvanized. A perfected fencing; **every rod guaranteed.** Designs and heights to meet every need. Write for Catalogue.





Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

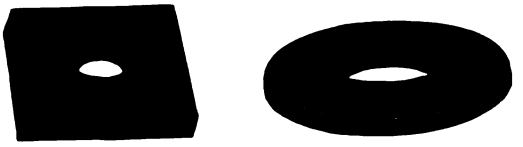
Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing

Dunham, Carrigan & Hayden Co.
San Francisco, Cal.
Northern California and Nevada

Whiton Hardware Company
Seattle, Wash.
Washington and Oregon

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

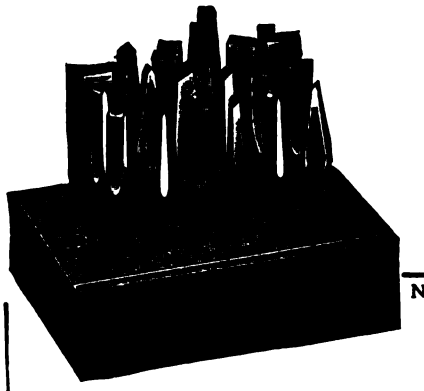
Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.



No. 30 Cold Chisel Assortment

"Every blow of the hammer refines the steel"

Sell more cold chisels

Your mechanic customers will quickly discover the superior quality and design of these Mayhew cold chisels when you place them on your counter. The assortment consists of 24 chisels, including Regular, Cape, Round Nose, and Diamond Point taper, and all sizes from ¼ inch to ¾ inch, shipped in our combination display and packing case. Their quality is guaranteed. They have the patented easy-to-hold Mayhew hand grips.

Every Mayhew tool sold sells others. Stock the entire line.

At your jobber's—or

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

508 Mission Street, San Francisco

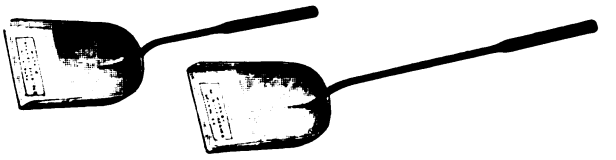
MAYHEW MADE TOOLS ARE RIGHT

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End Your Fire Shovel Trouble

WITH THE

"NEVERBREAK"

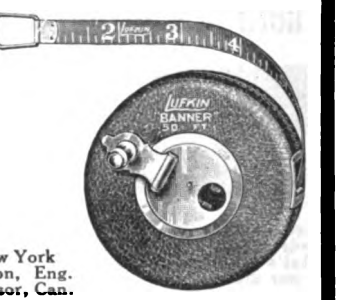


Blade and Handle **Forged from One Piece** of High Grade Steel.
Blades 5½-in. by 8-in., with Handles 10, 16 and 20 inches long.
The Shovel You Can Absolutely Guarantee.
Your Jobber can supply you, or write us direct.

Made Only by

THE UNION FORK & HOE CO. - Columbus, Ohio

LUFKIN TAPES

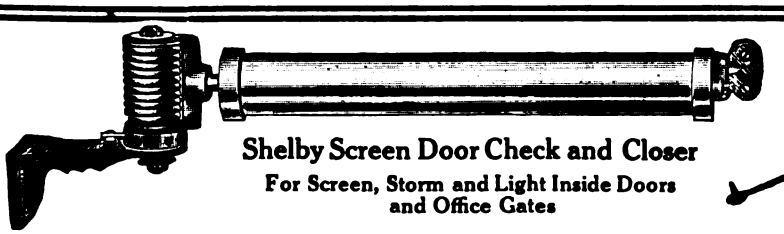


Quality and Assortment Unequalled

Stocked by Your Jobber

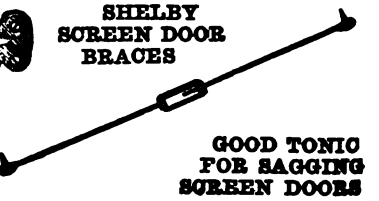
THE LUFKIN RULE CO. SAGINAW, MICH. New York London, Eng. Windsor, Can.

SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer
For Screen, Storm and Light Inside Doors and Office Gates

SHELBY SCREEN DOOR BRACES



GOOD TONIC FOR SAGGING SCREEN DOORS

THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ D. L. HERMAN, Seattle, Wash.

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. **D. L. HERMAN, Seattle, Wash.**

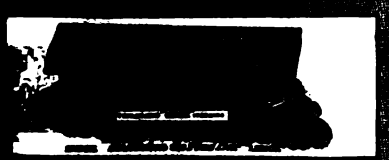
MAYDOLE HAMMERS

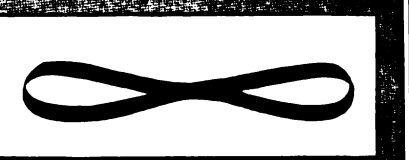
THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.







"LENOX"
BAND SAWS

"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

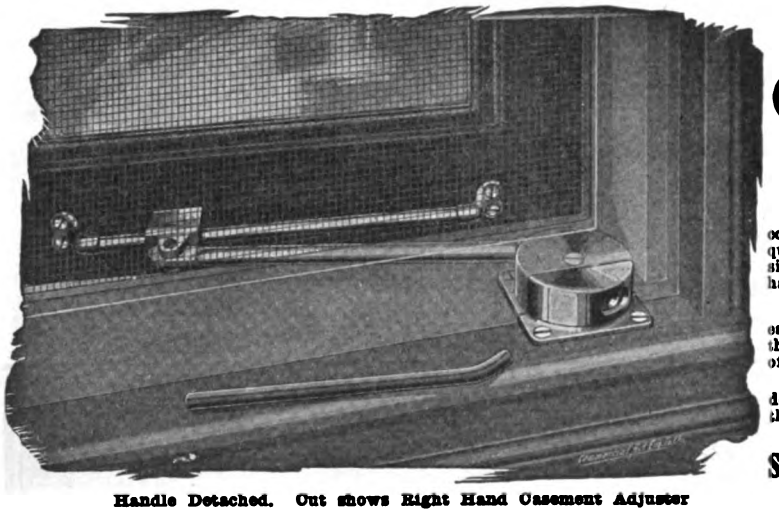
Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.
Exclusive Pacific States Representatives



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

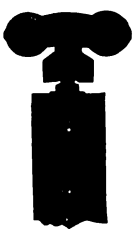
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

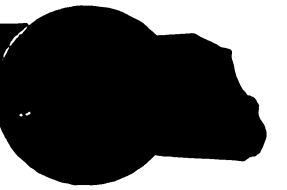
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

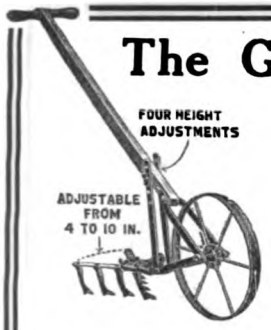
Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

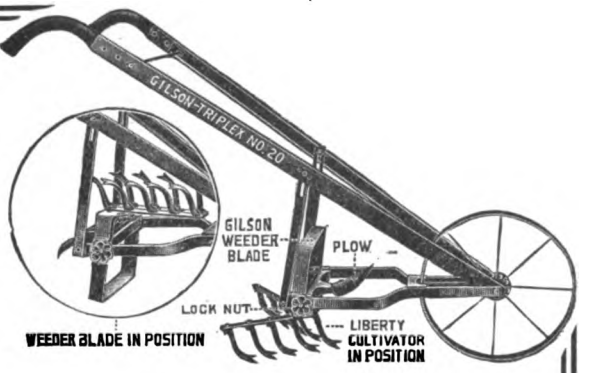
WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

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The Great Demand For Garden Tools



caused by the ever increasing prices of vegetables has opened a constantly growing source of profitable business for the hardware man who handles



GILSON GARDEN TOOLS



These sturdily built, handy tools are adaptable to both home and market gardening requirements, cover these requirements completely and sell readily wherever introduced.

The Gilson Triplex combines cultivator, weeder and plow; all mounted on a revolving axle and interchangeable by simply adjusting hand wheel and shifting the desired tool into position.

The Gilson Weeder does the work of a hoe, four times as fast, with half the effort, and changes into a rake when turned upside down.

The Liberty Cultivator (made in wheel and handle types) destroys weeds and loosens the soil in one operation. No downward pressure required.



J. E. GILSON CO., Port Washington, Wis.

Write for literature, terms and details of Gilson selling aids

The Bridgeport Hdw. Mfg. Corp. Bridgeport, Conn.

THE LITTLE WONDER Midget Screwdriver



A practical high-grade little tool. Made just as carefully as the large Drivers. Packed on a very attractive red and gold card.

The "Fastest Seller" of the Year

No. 42 Assortment

Four 1¼-inch, four 2-inch, four 3-inch

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales Agents
New York City

THE OH-KAY SCREW DRIVER

High Grade Steel Blade, Black Oil Finish and Bright Points

Red Stained and Varnished Handle
Patented Steel Ferrule, Bright Finish

List Price, $6.00

12 Assortments in a Case



Gross Weight of Case, 100 lbs.

No. 55 Assortment Heavy Cardboard Stand
2 Dozen 8-4, 8-5, 8-6 inch

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MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

THE UTILITY LINE



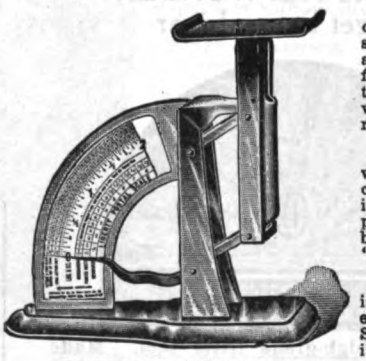
No. 40 Portable Outfit

Write for
Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.

The New "Liberty" Postal Scale

A **TRINER,** *OF COURSE*



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

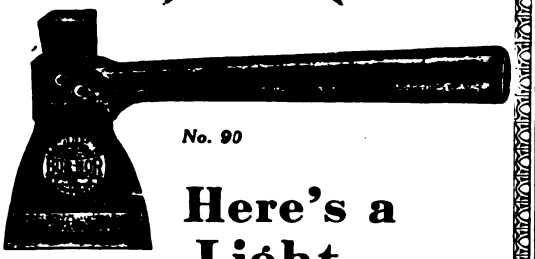
Finished in gold bronze or oxidized copper.
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

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BUR-NOR
TRADE MARK



No. 90

Here's a Light Low Priced All-Steel Hatchet

You'll find it an easy matter to sell this full Blade Special Hatchet — an ideal household tool.

The blade has been tempered in oil, making a keen edge that will last. The blade is 3¼ inches wide, with nail pull in the side. The handle is of steel, hollow, 11¼ inches long. The blade has been riveted to the handle under heavy pressure, so that it is impossible for the head to become loose.

This is only one of the many hatchets made by us. Place your order today, or write us for a catalog of our complete line.

Bur-Nor All-Steel Hatchets

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

851 Pacific Bldg.....San Francisco
1603 L. C. Smith Bldg.....Seattle

SAVAGE

Now Secure Your Stock

FOR years you've stocked the Savage Automatic, the Pistol that "aims as easy as pointing your finger." You know it—have handled it—have sold it to your customers, as the Champion Pocket Gun—the home protector.

What about you? Have you a Savage located conveniently in your store, so that you can get at it, and utilize these 10 quick shots to guard your stock against the sneak thief or the bolder, more daring hold-up man?

Big banks recognize this peril, and are training their Tellers to shoot straight and shoot quick.

And you've put Savage protection in countless homes.

You've stocked this security for years—NOW SECURE YOUR STOCK!

Caliber .32 .....11 Shots
Caliber .380.....10 Shots

We'll supply descriptive booklets on the new Savage Automatic, with the grip that fits the hand. They will help you sell yourself.

SAVAGE ARMS CORPORATION
UTICA, NEW YORK

Owners and Operators of the
J. Stevens Arms Company
Chicopee Falls, Mass.



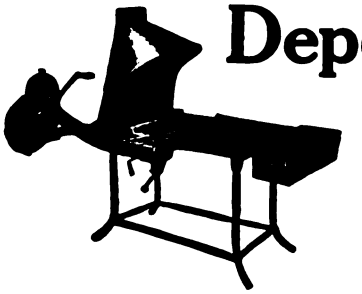
SPECIFICATIONS

Caliber, .32, Rimless, Smokeless; 3¾-inch barrel, total length 6½ inches, weight 19 ounces. Magazine holds 10 cartridges. Caliber, .380, Rimless, Smokeless; 4¼-inch barrel, total length 7 inches, weight about 22 ounces. Magazine holds 9 cartridges.



Reg. U. S. Pat. Off.

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Dependable Tools



Dealers! You will find the Buffalo Tools a profitable addition to your line.

Buffalo Blacksmith Tools are dependable, accurate and serviceable—they represent the product of over forty years of experience.

Our advertising department is at your service. We will be glad to furnish cuts or advertising literature and to help you at all times with your catalog or advertising copy.

Write Dept. 37 for more information.



BUFFALO FORGE COMPANY
BUFFALO, N. Y.

"Buffalo"





LANE'S
Steel Wagon Jack

NO CAST METAL
NO WOOD

Strong -- Light -- Compact

SUBSTANTIAL PROFIT TO THE DEALER

Have You Catalog and Latest Prices?

LANE BROS. CO.
RIVER STREET - POUGHKEEPSIE, N. Y.

BLAST GATES



We make these Blast Gates ourselves of the best material obtainable and they are absolutely the best and finest gate on the market.

These gates are used for closing pipes, supplying blast to furnaces, forges, boilers, etc.; for use in exhaust or blast pipe systems and various other ways.

Made in a large assortment of sizes.

Also steel, "Armco" ingot iron and Toncan metal locked seamed pipe in light and heavy gauges.

Our prices are lowest—get them.

BERGER BROS. CO.
229-237 Arch Street, PHILADELPHIA

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HARGRAVE TOOLS HARGRAVE







Pin Punchoes
Solid Punches
Prick Punches
Center Punches

THEY SATISFY THE MOST PARTICULAR MECHANIC

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS."

Cold Chisels
Cape Chisels
Dia. Pt. Chisels
Rd. Nose Chisels

YOUR JOBBER CAN SUPPLY YOU

The Cincinnati Tool Co.
"Montgomery Rd."
CINCINNATI, OHIO

A. C. RIDDELL, Pacific Coast Representative
Higgins Bldg., Los Angeles, Cal. Marvin Bldg., San Francisco, Cal.

HAY-BUDDEN Solid Forged ANVILS



250,000 In Use

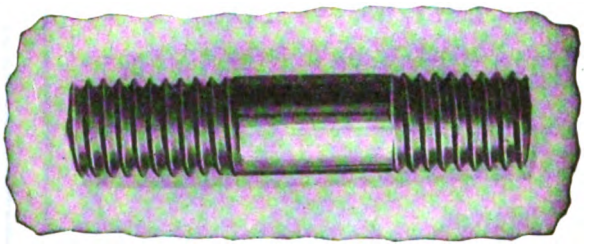
Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.



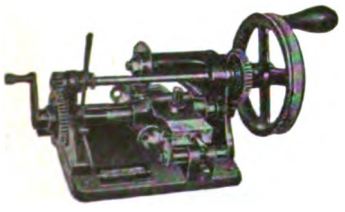


WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
Taylor, Youngs & Cox, 209 Ideal Building, Denver, Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

SAND'S PLUMBS AND LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan

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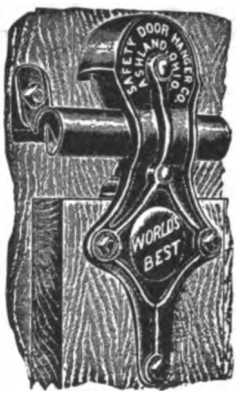
MYERS SPRAY PUMPS AND ACCESSORIES

Are representative of the rapid advance and splendid improvement in the means and methods of applying spraying mixtures made during recent years. Each style and size is the result of long years of pump building experience — its worth has been thoroughly tested and proven, and when properly used, is guaranteed for efficient and economical application of spraying mixtures. Now is the time to place stock orders—we will gladly send you our latest prices and terms.



F. E. MYERS & BRO.
Ashland, Ohio

OTHER IMPORTANT MYERS PRODUCTS
PUMPS for EVERY PURPOSE
HAY TOOLS and DOOR HANGERS



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it

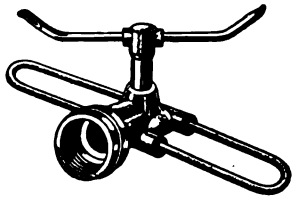


SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
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Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

Thompson "Junior" Revolving Sprinkler



The "Dollar-Seller"

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

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It Pays to Buy Good Tools

Vaughan's Vanadium Supersteel Braces embody radical improvements over ordinary braces. The patented key construction of the socket frame is a positive remedy for the chuck working loose. Vanadium supersteel jaws hold all bits up to ½ inch. Nickel plated—walnut handles—ball bearing. Four numbers 8 to 14-inch sweeps. Your jobber will quote or write for our full catalogue.

VAUGHAN & BUSHNELL MFG. CO.

For 50 Years Makers of Fine Tools

2114 CARROLL AVENUE - CHICAGO

"PRODUCTS THAT GIVE SATISFACTION"

WOOD SCREWS

THE EDGES OF SLOTS DO NOT CHEW UP AT THE FIRST APPLICATION OF THE SCREW DRIVER. THE SLOTS ARE CUT DEEP ENOUGH



OTHER PRODUCTS

MACHINE SCREWS
CAP AND SET SCREWS
BOLTS, NUTS, RIVETS, BURRS
SPECIALTIES



REED & PRINCE MFG. CO.
WORCESTER, MASS.



Thousands of workers demand STAR HEEL PLATES on their shoes. Are you helping them by keeping up your stock?

It's a good plan to suggest them for work shoes and for boys' shoes. It's a good way to win friends.

Order from your jobber and insist upon STAR HEEL PLATES. If he can't supply them write

STAR HEEL PLATE CO.

357-391 WILSON AVE., NEWARK, N. J.

OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street, New York
120 West Lake Street, Chicago

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The Famous No. 1092

This Slaymaker Padlock

has a wider distribution than **all other** adjustable shackle padlocks combined. Over 100 Western jobbers of hardware, automobile accessories, bicycles, etc., sell it.

DEALERS
ASK YOUR JOBBERS

JOBBERS—WRITE

SLAYMAKER LOCK CO. - LANCASTER, PA.

—OR—

A. C. RIDDELL, Western Sales Manager,
624 Higgins Building, Los Angeles, Calif.



McCAFFREY
FILE CO.
Philadelphia

Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for catalog.

CANNON OILER CO.
Keithsburg, Ill.

Sells to Every Belt User



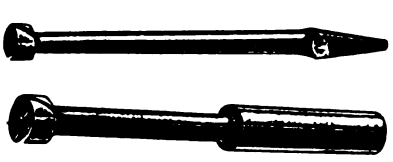
Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

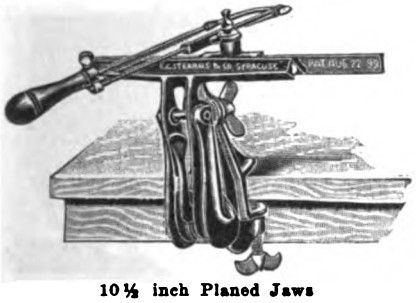
Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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STEARNS
Saw Filing Guide and Vise No. 11

(Patented August 22, 1899. October 8, 1907)

The front jaw of this Vise is faced with a strip of rubber which holds the saw firmly, and prevents noise and vibration. The ball and socket which connect the vise and clamp allow favorable adjustment to light while filing.



10½ inch Planed Jaws

WITH THIS DEVICE SAW-FILING IS MADE EASIER AND EVEN A NOVICE CAN FILE A SAW CORRECTLY

The guide has three rigid positions in which it holds the file; one position for filing the saw on first side, another for filing it on the opposite side, a third for use in filing rip saws only. By means of the ball and socket joint the guide may be set at either of these positions; and it is then impossible to file the teeth inaccurately.

In the illustration the guide is shown in position for filing the first side of the saw.

The solid guide bar on which the file holder slides is 16 inches long and is very rigid, being made of ⅝ x 3-16 inch flat steel, perfectly true and highly polished.

All parts of the guide, except the handle, are of malleable iron, finished in dull nickel plate.

Packed with full directions, one in a box. One dozen in a case.

E. C. STEARNS & CO., 155 Oneida Street, Syracuse, N. Y.

ONLY
BOMMER
DOUBLE ACTING SPRING BUTT HINGES



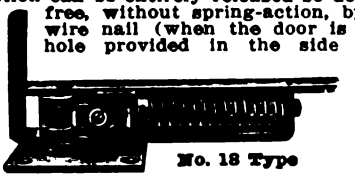
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

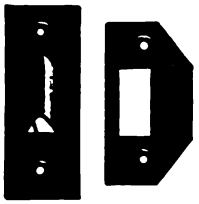
The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.

THE BRAINERD LINE
MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS



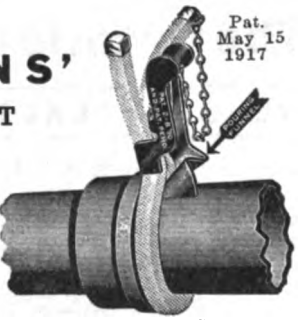


No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

THE
WILKINS'
LEAD JOINT RUNNER

Pat. May 15 1917



Ask for it by name of your jobber.

GEO. H. WILKINS CO.

Patentees and Manufacturers

CHICAGO

Wilkins Lead Joint Runner

SPRAKE SALES CO., INC., Representatives
822 Higgins Bldg., Los Angeles
Branches: San Francisco, Portland

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord	**Shade Cord**
Clothes Lines	**Masons' Lines**
Solid Braided Rope	**Chalk Lines**

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

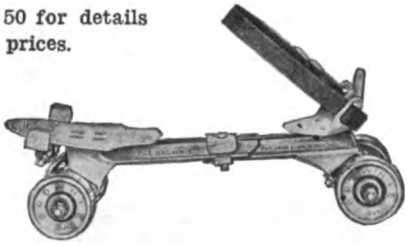
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Goods Made by [K] are Made to Please

Brownie Ball-Bearing Roller Skates

Bridge-like extension truss, easily adjustable from 6½ to 11 inches. Built to support the heaviest adult skater. Anti-friction ball bearings carried in a double race—give twice the ease of motion—are self contained. Stock a few pair and increase your profits. A demonstration assures you a quick, easy sale.

Write Dept. 50 for details **and** prices.



F.D. Kees Mfg. Co. Beatrice, Nebr.

KNICKERBOCKER FISHING TACKLE KIT

CARRIES A COMPLETE TACKLE OUTFIT

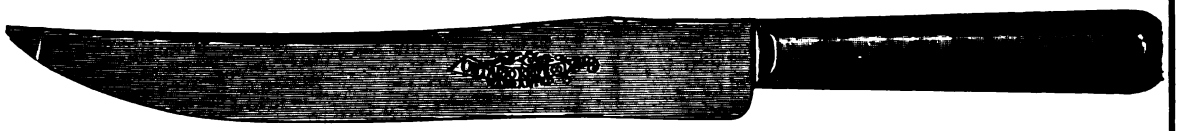


KNICKERBOCKER CASE CO.
Clinton St. at Milwaukee Ave., CHICAGO, ILL.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

SAGER CHEMICAL PROCESS AXES
AND
BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY
PANAMA PACIFIC INTERNATIONAL EXPOSITION GRAND PRIZE
ALASKA-YUKON PACIFIC EXPOSITION GRAND PRIZE



WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"
WITH YOU AND YOUR CUSTOMERS
STAND FOR
QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION
MANUFACTURED BY
The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1920

HERCULES COLD SODER
THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.
Dept. A COUNCIL BLUFFS, IA.
NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.
AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

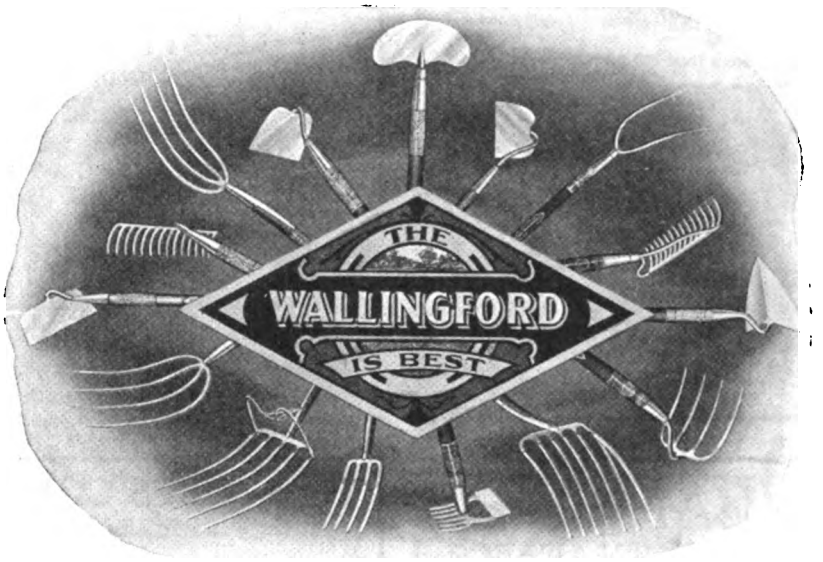
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THE TRITCH HARDWARE CO.

JOBBERS OF

WALLINGFORD

Farm and Garden Tools



ONE FACTORY

All Wallingford Farm and Garden Tools are made in one large factory at Wallingford, Vermont. This factory is fully equipped with every modern improvement which experience and ample capital can provide, insuring a uniformity of high quality in all Wallingford Tools.

ONE PRODUCT

The entire Wallingford factory is devoted to the manufacture of high quality Farm and Garden Tools, hence the careful attention given to every detail in the Manufacture and Inspection of Wallingford Tools.

Write for Prices

The Tritch Hardware Company

Jobbers

Denver, Colorado

FRANK A. BARE, President.

O. E. BARE, Vice President.

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TRADE STOVOIL MARK

Makes Stoves Look Like New

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 26
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.

Distributors

M. Seller & Co., Portland, Or. Seattle, Wn. Spokane, Wn.

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American Hdw. & Supply Co., Pittsburgh, Pa.

Eph Feig Grand Central Palace New York City, N. Y.

Prescott & Co. Boston, Mass.

H. B. Hessler Co. Syracuse, N.Y.

J. P. Rappel Company Manitowoc, Wis.



HOORAY FOR THE YOST

YOST GEARLESS MOTOR WASHERS

are the Ideal Family Christmas Presents. They make Happy Homes.

This is an ideal time to make a drive on Practical Holiday Purchases. Alertness to this opportunity means Increased Profits for Active Dealers.

We wish you a most satisfactory Holiday Trade, a Merry Christmas and a more Prosperous New Year.

The Yost Gearless Motor Company
Springfield, Ohio

...Washers Work and Never Shirk



Scientifically Designed to conform to the habits of the fly.

At Your Service For 1921

Right on hand with the beginning of the new year to remind you of the business AVIS SANITARY FLY TRAPS bring you.

Every year increases the demand for the trap because acquaintance with its merits inspires confidence and confirms its proven efficiency.

MANUFACTURED BY

Avis Hardware Co.
Pomona, California

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Clover Leaf Manila Rope

Trade Mark

The same careful attention is always given to the production of this staple commodity.

Rope, or any other manufactured article is judged, like people, by service rendered.

It is always a pleasure to advertise good goods, because when people are never deceived, the next ad. attracts thoughtful attention.

No better Pure Manila Rope made than

CLOVER LEAF

Trade Mark

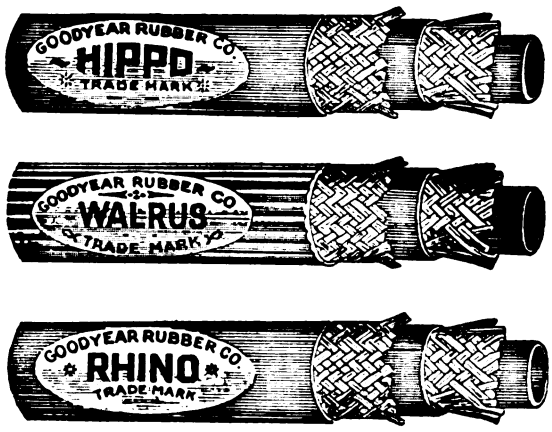
Manufactured by

The Portland Cordage Company

Portland, Oregon —— Seattle, Washington

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street
SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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Marshall-Wells Company

PORTLAND, OREGON

OUR LINES

AUTOMOTIVE SUPPLIES
BUILDERS' HARDWARE
BUILDING SUPPLIES
CUTLERY, WATCHES AND CLOCKS
ELECTRICAL SUPPLIES
HEATING AND PLUMBING SUPPLIES
HEAVY HARDWARE
HOUSE FURNISHINGS
MILL, LOGGING AND AGRICULTURAL SUPPLIES
MINING AND RAILWAY SUPPLIES
OILS AND GREASES
PAINT AND GLASS
SADDLERY AND SHOE FINDINGS
SPORTING GOODS
STOVES AND RANGES
TOOLS

EXCLUSIVE DISTRIBUTORS OF

QUAKER PIPELESS FURNACES
HARTFORD AUTOMOBILE TIRES
ZENOIL MOTOR LUBRICANTS

OTHER MARSHALL-WELLS HOUSES AT

Duluth **Winnipeg**
Billings **Spokane** **Edmonton**
Great Falls **Aberdeen** **Vanvouver**

The combined purchasing power of our nine houses enables us to keep a more complete stock on hand at all times and thereby give better service to our customers.

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Hardware Specialists

IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

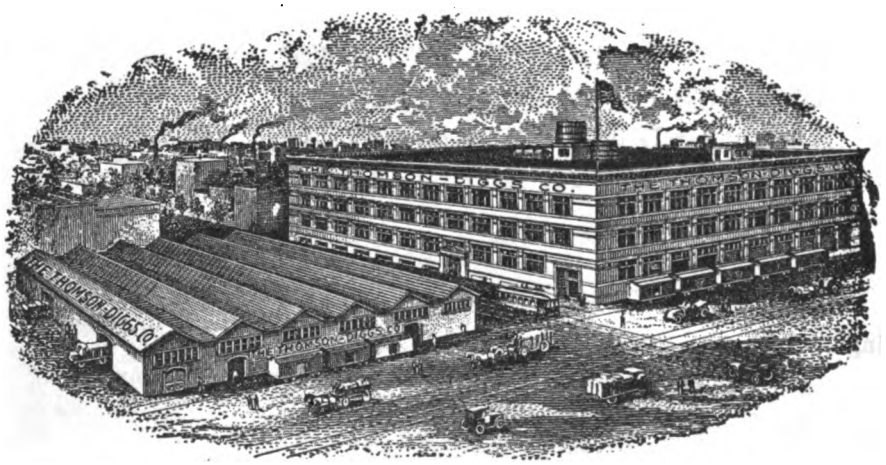
Salt Lake City, Utah

The Salt Lake Hardware Co.

Pocatello, Idaho

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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Greetings

Pacific Northwest Hardware and Implement Dealers' Association In Convention

Visiting members are cordially invited to make this house their headquarters and to avail themselves of the opportunity of inspecting our recently completed plumbing display rooms.

Walworth Manufacturing Company
414 First Avenue, South, Seattle

Pipe Genuine Walworth Stillson Wrenches **Valves** Kewanee Air Tested Unions **Fittings**

New Year's Greeting

We wish our many patrons both new and old

A Happy New Year

May the coming year prove a happy and prosperous one.

Honeyman Hardware Co.
Park at Glisan
Fourth at Alder

Portland's Largest Hardware and Sporting Goods Store

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE

Auto Accessories

Monarch Ranges	Rawlings Sporting Goods
Peninsular Stoves, Ranges and Furnaces	Acme Paints
Plymouth Rope	Schuttler Wagons
Sargent Hardware	Mill, Mining and Logging Supplies
Automatic Washers	

Prompt, Courteous Service

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YAKIMA
Hardware Company
YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received

AMIKAY TRADE MARK ESTABLISHED 1881

Prompt Courteous Service

Front Door Handles

Casement Fasteners

BUY IN THE WEST

PROMPT SHIPMENTS

We take care of the special requirements of our customers.



WESTERN BRASS MFG. CO.
217-219 Tehama St., San Francisco, Cal.

WASHINGTON
Hardware and Implement Underwriters
OF
SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1920

50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

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All That the Best Should Be

That's Our Story in a Nut Shell

General Hardware
Tools
Automobile Equipment
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records

Push Quality lines for Quality results—merchandise of guaranteed merit, from a house famous for its service.

WHOLESALERS — JOBBERS

Strevell-Paterson Hardware Co.
SALT LAKE CITY

The BIG FOUR Stropper

For Gillette Blades



Manufatured by
The Novelty Stropper Co.
New York

For Sale by your Jobber

Best for customers
Best for your profits

Western Sales Representative
W. H. WILBURN
602 Williams Building
San Francisco

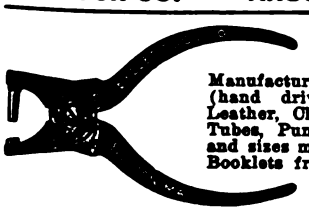
"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

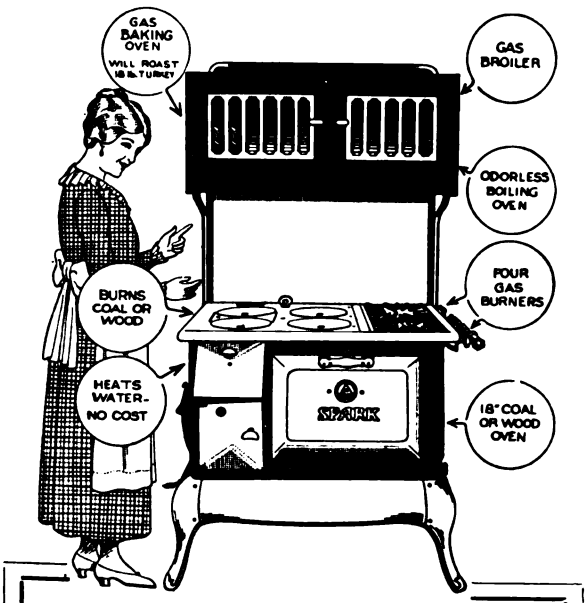
H. C. COOK CO. - ANSONIA, CONNECTICUT



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON-MASS



Mr. Dealer!

You need the exclusive agency for this—

3-Service Range

Burns Coal, Wood or Gas, either separately or together

Has three independent ovens—can all be operated at the same time at different temperatures

Spark Range

No. 2834

Is only 38 inches wide, 26 inches deep—takes up no more room than two kitchen chairs

A handsome, attractive, quick-selling Range. Guaranteed for five years

If we are not already represented in your locality, write for the **Exclusive Agency** for this **Spark Range**—*The Stove of the Future.*

MANUFACTURED BY

HAMMER-BRAY COMPANY

In a Daylight Plant—the finest stove plant in the west

Oakland, California

DISTRIBUTORS

Seattle.....F. L. GREEN CO., 42 Pike St.
Portland.....B. L. MARKEE, 624 Tillamook St.
Los Angeles....D. D. ADAMS, 332 South Spring St.

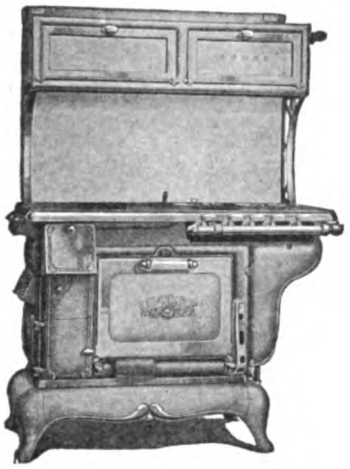
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Favorite Stoves and Ranges

BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

EXCLUSIVE AGENTS

MANGRUM & OTTER, Inc.

827-831 Mission St., San Francisco

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
	Blacksmith Supplies

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When Old Man Winter Comes 'Round Give Him a Warm Reception by Carrying a stock of the

Elgin Smokeless Oil Heater

For the bitter cold of winter or the damp days of spring, the Elgin "E" Smokeless Oil Heater offers the sanest, safest and most economical heating comfort that one can buy. It is odorless and fool-proof. It is a good-looking, safe piece of household furniture that is a necessity in every home.

Black Japan Trim, Polished Blue Steel Body.

No. 41—Extra Heavy "Leaded" Fount with Brass Wick Tube and Burner.

No. 51—Heavy Solid Brass Fount.

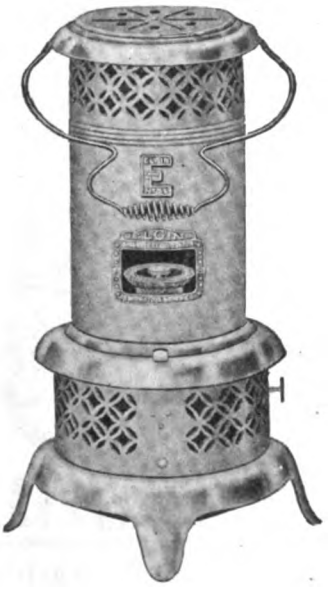
It may be readily carried to any room in the house to do its bit in making home more comfortable.

Full Nickel Trim, Polished Blue Steel Body.

No. 42—Extra Heavy "Leaded" Fount with Brass Wick Tube and Burner.

No. 52—Heavy Solid Brass Fount.

For quick, reliable heat, use it instead of starting the furnace. It will save its cost in one season.



Full Nickel Trim, Blue Porcelain Enamel Body.

No. 45—Extra Heavy "Leaded" Fount with Brass Wick Tube and Burner.

No. 55—Heavy Solid Brass Fount.

Though sturdily built, it is light and small enough to tuck away in any handy corner or closet.

Unlike most of the moderate priced Oil Heaters, the "Elgin" does not require a new carrier with each wick, thereby very much lessening the cost of renewal.

Base and legs made of one piece. Burner entirely of brass. Flame spreader and extinguisher in two parts, making them easy to keep clean. Wick tubes of seamless brass tubing, supported in bottom of fount by heavy tripod brace. Wick raising device soldered and riveted to breast of fount. Any No. 3 Rochester wick will fit the Elgin burner, as the wick is not riveted to carrier. Drums perforated, so as to take in plenty of cold air from floor, which enables heater to throw off more pure warm air than any other heater made.

Exclusive Wholesale Distributors for Northern and Central California

DUNHAM, CARRIGAN & HAYDEN CO.

SAN FRANCISCO, CALIFORNIA, U. S. A.

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PRISCILLA WARE

ALUMINUM

"Speaks for Itself"

Until January 10th the factory permits us to make you a price of ***only***

$13.00 Per Dozen

for a

Six Quart Convex Kettle



Convex Kettle No. 2506
Extra Special

One dozen sold at this price for each $25.00 worth of PRISCILLA WARE ordered in addition.

PRISCILLA ALUMINUM WARE is unequalled in finish and workmanship.

Write us at once.

H. J. GUTE & CO.

PACIFIC COAST
FACTORY REPRESENTATIVES

150 Post St. San Francisco
CALIFORNIA

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13,000,000 PEOPLE Attend the Movies Daily

Part of the Coleman Dealer Co-operation service includes supplying you with a series of picture slides as illustrated opposite. You can tie up with our National Advertising by using these slides. They show Quick-Lites, they boost Quick-Lites, *and you*, to the same folks who read about Quick-Lites in the magazines and farm papers. It's profitable advertising, keeps your name before the buying public and helps make your store headquarters for merchandise of quality. Use the coupon. Send for your slides now.











Coleman Quick-Lite

Lamps and Lanterns

If you haven't stocked Quick-Lites as yet, use the coupon below and write us for latest catalog and prices of Quick-Lite Lamps and Lanterns and full information regarding how we help you sell *more* than your quota.

The Coleman Lamp Co.

Wichita St. Paul Toledo
Dallas Los Angeles
Atlanta Chicago

Sold by more than 20,000 Dealers and 400 Jobbers. Used in a million American homes—on farms, in towns, and cities everywhere.

COLEMAN LAMP COMPANY,

Write Name of Nearest Coleman Office_____

[ ] Send me a set of Quick-Lite slides showing my name and store slogan as below.

[ ] Send Quick-Lite catalog and details of your Dealer Co-operation service.

Name_____

Store Slogan_____

Address_____

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THE NAME BEHIND THE TIRE

WHEN you ride on G & J Tires, you roll on miles of road without delay or mishap.

"The Name Behind the Tire" is the power behind the throne that says G & J Tires give service plus *service*. And the makers put quality material and workmanship into the making to *deliver* that service.

G & J Tires are springy and spunky. They blot out bumps. As you drive along you have confidence in "The Name Behind the Tire," satisfaction in the banishment of tire trouble.

G & J Tires pull your cost per mile right down to rock-bottom.

The G & J Cord Tire is a product of the highest development in tire-making skill. Other G & J Tires are the famous "G" Tread and the G & J "Stalwart."

Prices Guaranteed to May, 1921

A Few Territories Open for Agency Appointment

Baker, Hamilton & Pacific Co.
SAN FRANCISCO



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THE 'AERO' GUARANTEED VACUUM BOTTLE

Not of Japanese or inferior make

—

Pint size only

—

Packed 6 dozen to case

—

Order from your Jobber now for May delivery



Beautifully Enameled
Rich Brown Color

Mechanically perfect
Always threads easily
Sturdy construction
Long wearing qualities

—

Heavy Aluminum Cap and Top

—

Steel Container

Heavy shock-absorbing Lining

—

BACK TO NORMAL!

If your Jobber cannot supply you, write us

LLOYD SALES AGENCY
MONADNOCK BLDG., SAN FRANCISCO
Pacific Coast Sales Agents

Within Reach of All
Better Profit
More Sales

2-in-1 Washing Machine

Electric or Power—A Machine That Sells and Stays Sold

Washes : Rinses : Wrings

All three with the same power and mechanism.

Has less parts than any other washer—no exposed gears or belts. All working parts enclosed.

No dangerous rocker arms.

No machinery on top or down the sides.

Only two gears under the machine.

A push button controls all mechanism from any position.

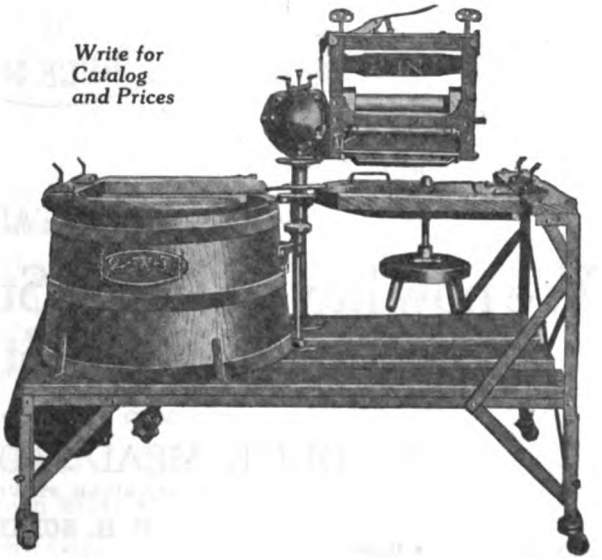
Machine and wringer can be operated by hand.

Wringer swings entire circle and can be used in four different positions. Can be lifted off or swung around when rolls are running, without removing nuts or screws.

Machines are finely finished and the price is right.

We want a good live agency in every town.

Write for Catalog and Prices



PACIFIC PUMP & SUPPLY CO., 851-853 Folsom Street, San Francisco

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IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE
BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS · MISSOURI



"THE BENJAMIN"
A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco

1880 FORTY YEARS 1920

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

CUTLERY

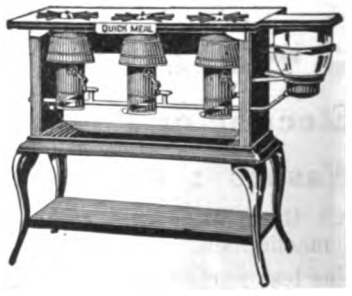
ADOLPH BLAICH, Inc. - - 693 Mission Street, San Francisco, Cal.

Wholesale Only *Samples and Prices on Request*



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
GAS RANGES

We also carry a large line of
COAL RANGES

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A Peters G. A. H.

One of the most notable features of the Grand American Handicap was the great number of shooters using

The Ⓟ Brand

and the number of events won or tied with these shells made it look like a Peters week

Ⓟ Brand Plums include the following:

PRELIMINARY HANDICAP
H. K. MITTON, of Colorado, won this event from 19 yards. He dropped his first bird and then went 99 straight and 25 straight in the shoot-off.

JUNIOR CHAMPIONSHIP
TEDDY BEEM, JR., of Illinois, made the old timers open their eyes by breaking 48 x 50 and 23 x 25 in shoot-off, winning the Championship.

THE AMERICAN AMATEUR CHAMPIONSHIP AT SINGLE TARGETS
OSCAR HANSON, of Nebraska, broke 197 x 200, tying for the Championship.

THE AMERICAN PROFESSIONAL CHAMPIONSHIP
"POP" HEIKES, the Daddy of them all, kept up his old time G. A. H. pace and broke 195 x 200 from 18 yards, tying in this race.

THE GRAND AMERICAN HANDICAP
Shooting from 23 yards Woolfolk Henderson smashed 97 x 100 in the big event.

CLASSIFICATION TROPHIES
Class B. R. C. MILLER won with 99 x 100. Class D. H. F. BOPP (tie) score 97 x 100.

Stock Peters Shells this Fall. They'll bag the game as they have broken the clay birds.

The Peters Cartridge Company - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO
PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO
MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco



CLARK JEWEL

Oil Stoves

have every good point known in oil stove construction.

Their splendid service makes satisfied and lasting customers.

They are Durable, Handsome, Economical in operation and always dependable—the Clark Jewel is the best oil stove to buy.

They save time. They save oil.

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

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YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Suitable for Factories, Store or School Rooms. It is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade Mark "Boomer" Registered—No. 58228

POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



California Stock Pattern

SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

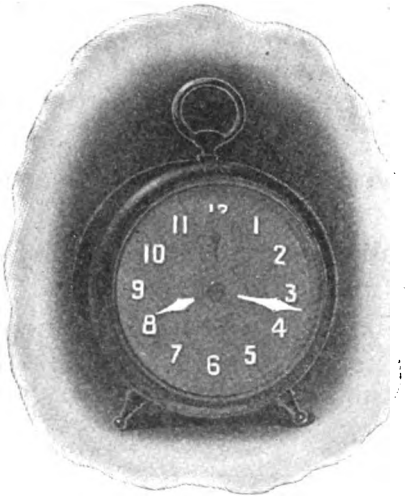
We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

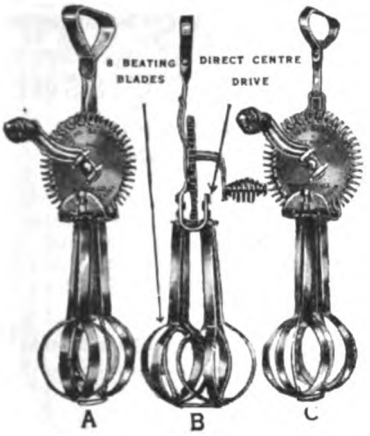


Atlas Mfg. Co.

NEW HAVEN, CONN.

EUGENSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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For January Orders

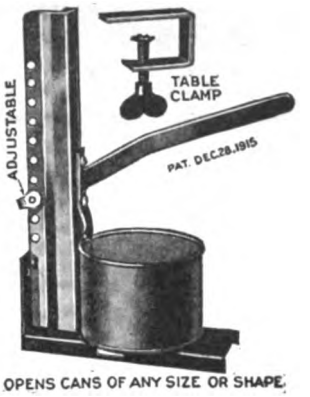
Keep in mind that no housewares stock is complete without these four items:

LADD ALL-STEEL BEATERS—3 sizes for all requirements.

SATURN STATIONARY CAN OPENER (NEW)—Entirely correct principle.

LADD MIXER-CHURNS—1 qt., 2 qt.

SATURN (Clothes-line) REEL—3½ in. round, 2 finishes.



OPENS CANS OF ANY SIZE OR SHAPE.



Ladd Mixer Churns

THESE GOODS ARE ALL CANDIDATES FOR EVERY WELL CONDUCTED HOME. THEY SELL ON SIGHT. PROFITS ARE LIBERAL. EARLY ORDERS DESIRED TO PREVENT FEBRUARY CONGESTION.

JOBBERS the world over and US

United Royalties Corporation

1133 Broadway, N. Y.



Saturn Clothes-Line Reels

Big Reduction in Typewriters

We have made the greatest reduction in prices ever known in the history of typewriters, on account of accumulated stock purchased from manufacturers.

Remingtons	No. 10	$55.00
Olivers	No. 9	$45.00
Underwoods	No. 4	$55.00

Graywood Envelope Sealing Machine—New. Cost $35.00—Sell for $20.00

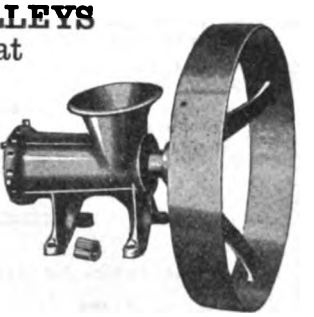
1 Brand New MacRae's Blue Book of American Manufacturers

Cost $10.00—Never Used—Sell for $7.50

Many Other Bargains *Send for List*

H. S. HARTZMAN, 1125 13th Ave., Moline, Illinois

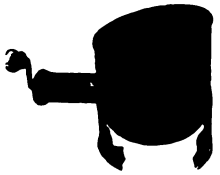
POWER PULLEYS For Hand Meat GRINDERS



Interchangeable bushing makes them fit the different size machines. Weighs 6 lbs. Painted aluminum. Every farmer wants one.

Attractive Price to Dealers

SWEETNAM MANUFACTURING COMPANY, Armington, Illinois



Sectional View Showing Construction

GENUINE

HUNTER'S SIFTER

Standard of the World Since 1880

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Reader Street **Hamilton, Ohio**

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profits for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Dos.)	$54.00
Jobber's Assortment (12 Dos.)	21.60
Open Stock, all colors, per gross	21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

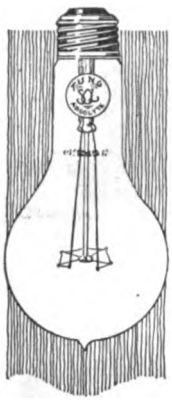
MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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TUNG-SOL LAMPS



What are the Advantages?

Lamp sellers by the score are coming under the Tung-Sol banner every day. One reason is that they make more money selling Tung-Sol than other brands and are permitted to sell without hampering restrictions, filing of reports, etc.

Tung-Sol jobbers are everywhere. There's one near you who is prepared to fill your lamp orders quickly and for any quantity.

There is a Tung-Sol lamp for every standard use. Find out how you can increase your lamp profits—today! Write to

The Panama Lamp & Commercial Co.
595 Mission St., San Francisco

Distributors for Pacific States
or the following jobbers:

Western Metal & Supply Co.
San Diego, Calif.

Thomson-Diggs Company
Sacramento, Calif.

Standard Woodenware Co.
Los Angeles, Calif.

Honeyman Hdwe. Co.
Portland, Ore.

San Joaquin Grocery Co.
Fresno, Calif.

Whiton Hardware Co.
Seattle, Wash.

Nathan-Dohrmann Co.
All Their Branches

E. W. Murray Lighting Co.
Spokane, Wash.

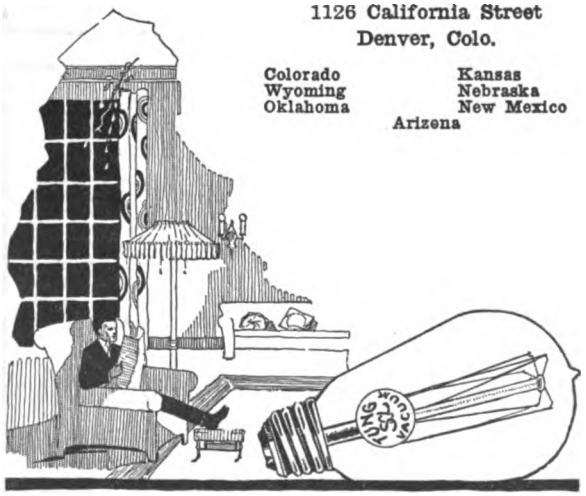
Reno Electrical Works
Reno, Nev.

Distributors for Western States

Capital Electric Company
1126 California Street
Denver, Colo.

Colorado
Wyoming
Oklahoma

Kansas
Nebraska
New Mexico
Arizona

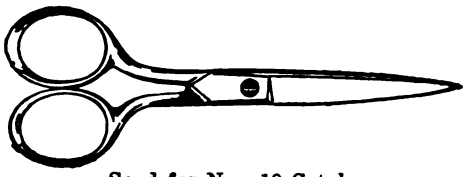


"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for New 19 Catalog

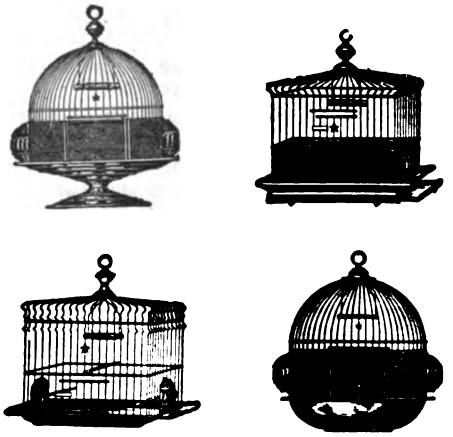
We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver

O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*



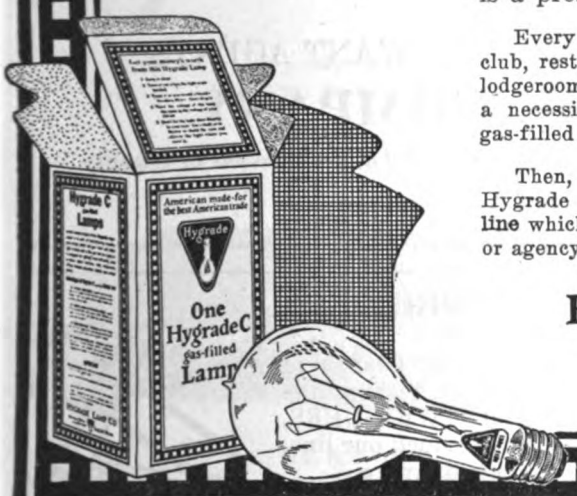
Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

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There's a Wide Market for Hygrade Lamps

Every building that's wired for electricity is a prospect for Hygrade Lamps.

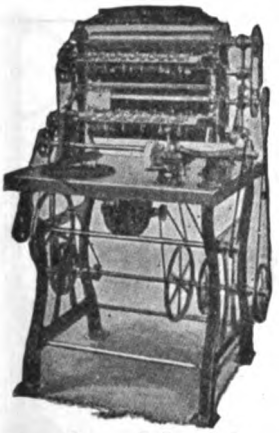
Every house, shop, factory, store, bank, theatre, club, restaurant, billiard parlor, school, church, hall or lodgeroom where plenty of good dependable light is a necessity, needs Hygrade vacuum lamps, Hygrade gas-filled lamps and WHITE Hygrades.

Then, too, you can compete for business with Hygrade Lamps, because you are offering a **complete line** which you buy at outright sale without restrictions or agency agreement and sell at your own price.

HYGRADE LAMP CO

GENERAL OFFICE AND FACTORY SALEM MASS

Make Sharpening Machines Pay Your Store Rent Every Season Through the Year



Hatfield Complete Sharpening Machines (which sharpen all makes of Safety Razor blades), are doing even more than that for some stores—they are paying their entire living expenses, office rent, etc.

We have just issued a New Booklet which gives complete information — tells all about

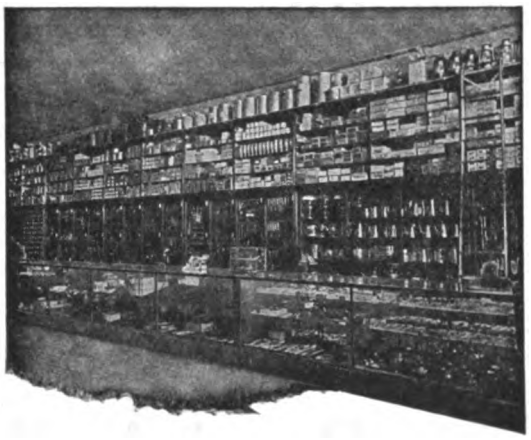
Hatfield
Complete Sharpening Machine

and how one N. Y. customer is making over $5000 a year. The Hatfield is the **only** machine in the World that sharpens with a **Lateral Motion.**

Used successfully for over 8 years all over the civilized World. Send for the Booklet **now.**

HYFIELD MFG. COMPANY
21 Walker Street, New York City

Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

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The COOK Phonograph

"The Cook Phonograph is concentrated perfection of tone and tone-control so crystal-clear that no carefully interpreted theme is lost.

"Its completeness in every detail is incomparable. The Reproducer, and its adjacent parts and the motor, with its marvelous smoothness, combine to make the Cook the peer of phonographic attainments — the cynosure of all eyes—'the observed of all observers.'"

ASK THE JOBBER'S SALESMEN — WE WANT AGENTS

ERNEST C. COOK COMPANY

Manufacturers of the **Cook Phonograph** *"The Instrument of Quality"*

Main Office, 116 S. Michigan Ave., Chicago



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois



Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

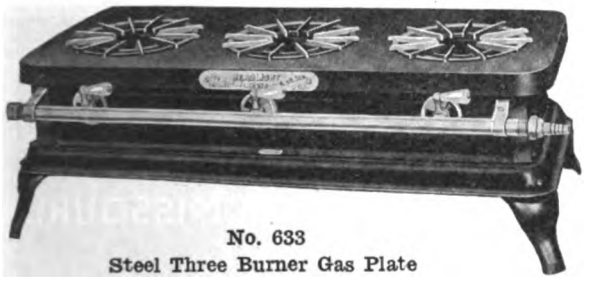
Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York Chicago Boston San Francisco

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No. 632
Steel Two Burner Gas Plate



No. 633
Steel Three Burner Gas Plate

The HEADLIGHT *Line*

DO YOU wish to increase your sales in high grade Gas Plates? Then give the HEADLIGHT line a trial. Every one you sell means a satisfied customer and, as you know, a satisfied customer is your best advertisement. The HEADLIGHT line is built to satisfy you and your customers.

Now the unbreakable steel gas plate, which we illustrate, is something entirely different than any you have ever sold before, and is bound to please. Full steel top, body and legs, finished in black, baked on enamel, with nickel plated valves and feed pipe. Has cast iron, star shaped, drilled burners, equipped with adjustable mixer cap. Note the wide top, 14 inches, and compare it with any other gas plate you ever handled. Stands 10¾ inches high. The aristocrat of the gas plate line. Also made in a laundry style, standing 18½ inches high.

Write for our catalogue and price list.

Manufactured by

THE L. A. ALTHOFF MFG. CO.
180 N. Dearborn St. Chicago, Ill.

Mr. Jobber:

Do Not Buy Oil Heaters



FOR

1921

Until you have received quotation from

A. T. LLOYD

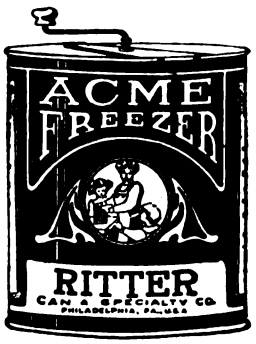
on

Miller Heaters

LOW { Price / Oil Consumption
+
HIGH { Quality / Efficiency
=
SATISFACTION

YOUR SAMPLE IS READY. May We Send It?

EDWARD MILLER & CO.
Monadnock Bldg., San Francisco
A. T. LLOYD, Pacific Coast Sales Representative



Food for Thought

The ACME Freezer

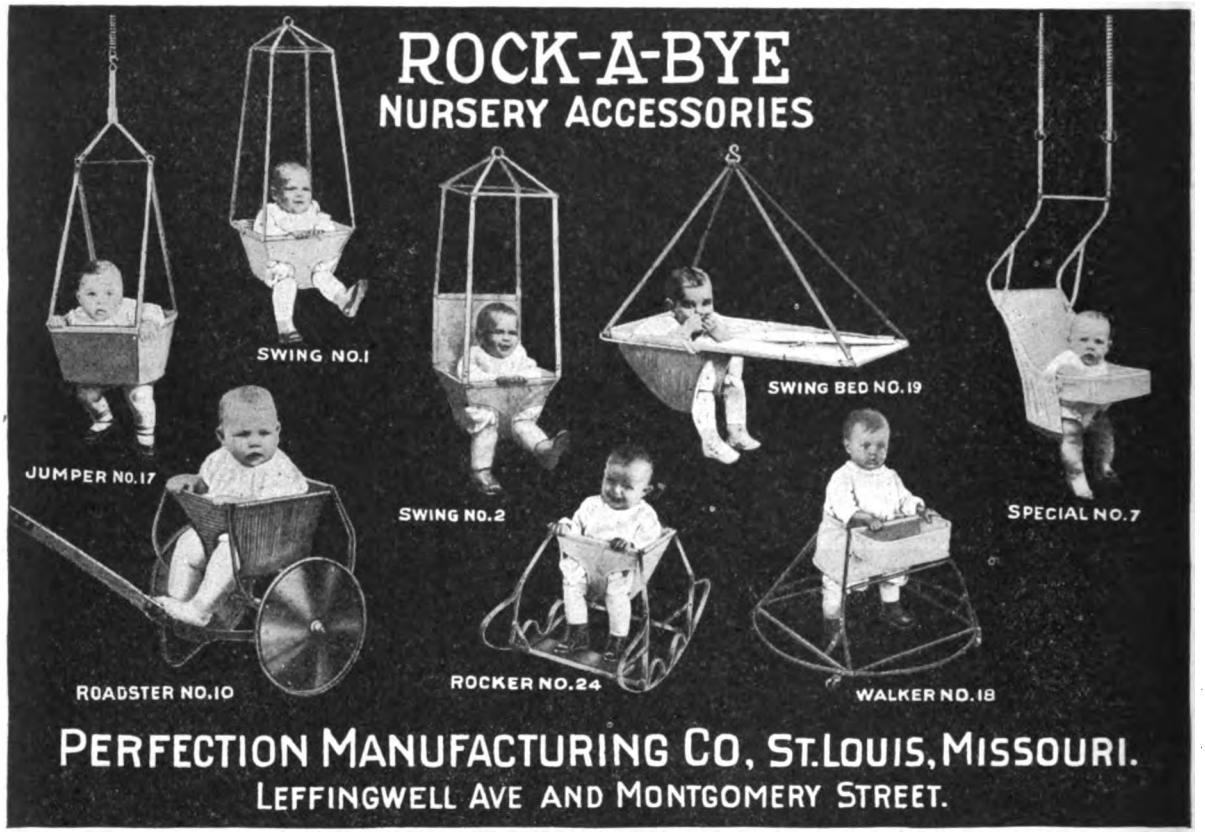
"A few years ago freezers were considered seasonable only during the summer months. Quite a change, however, has taken place in nearly everybody's mental attitude and today Ice Cream is one of the most generally appreciated desserts made and served in homes the year 'round. Freezers can no longer be considered summer stock by the modern hardware dealer who caters to the home trade"—Hardware Age.

MADE BY

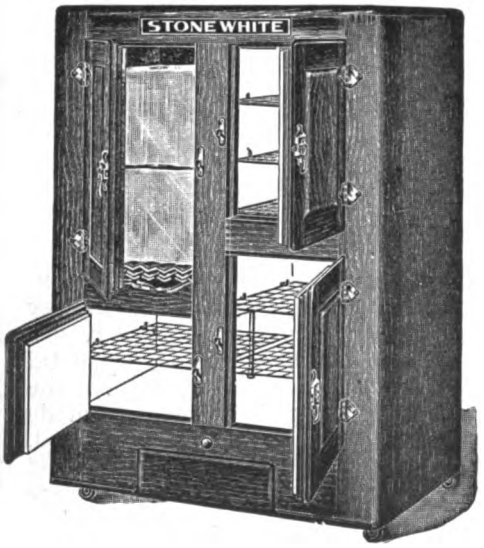
RITTER CAN & SPECIALTY CO.
Philadelphia, Pa.

Factory Selling Agents
BEH & CO.
106 Franklin Street, New York City

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WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.

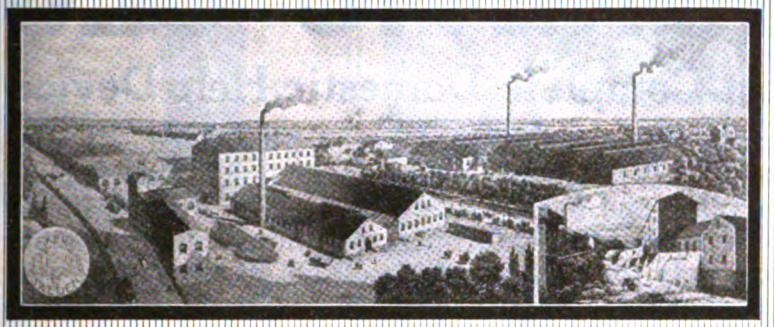


Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS
San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento .....Miller-Enwright Co.
Portland .....Honeyman Hardware Co.
Seattle.....Schwabacher Hardware Co.

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Swedish White Enameled Ware

TRADE MARK

K.E.R. SWEDEN

COMPLETE LINE FOR IMMEDIATE DELIVERY FROM SAN FRANCISCO WAREHOUSE

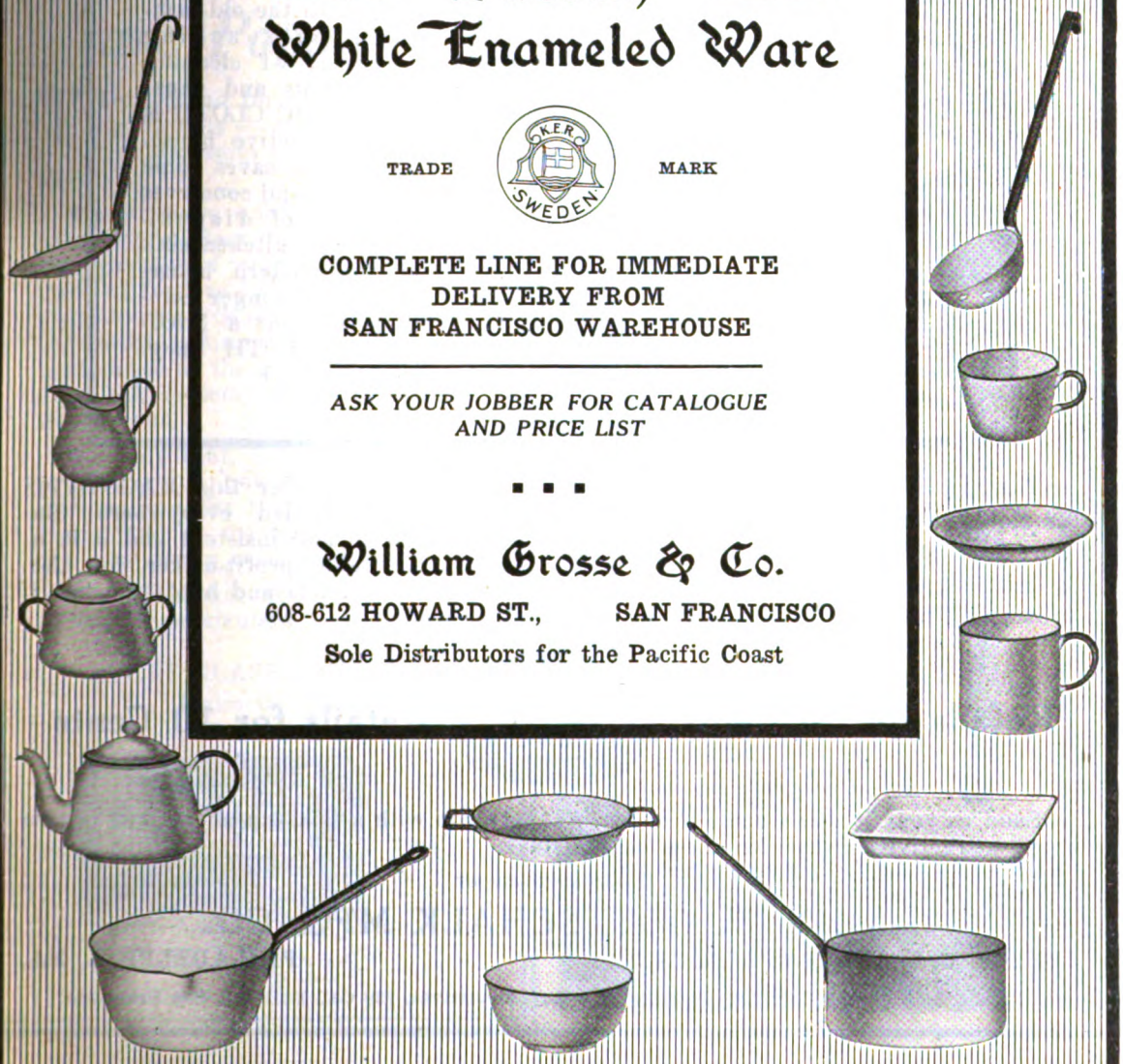
ASK YOUR JOBBER FOR CATALOGUE AND PRICE LIST

■ ■ ■

William Grosse & Co.

608-612 HOWARD ST., SAN FRANCISCO

Sole Distributors for the Pacific Coast



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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

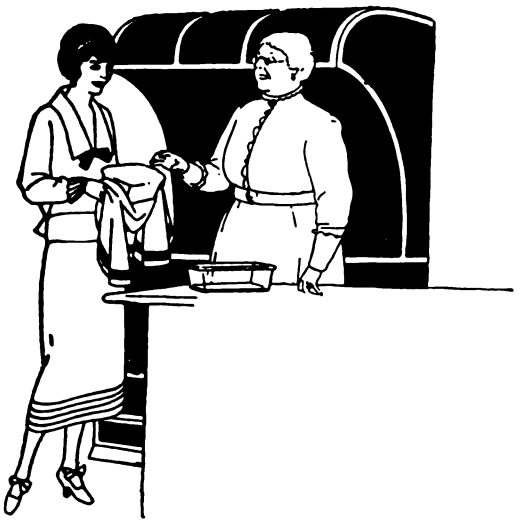
MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. **PHILADELPHIA, PA.**

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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Glasbak Dishes are Popular

THE demand for them is increasing rapidly — which results in increased sales and a quick turnover!

Women have quickly learned the value of a glass baking dish, the transparency of which affords a clear view of food as it bakes. They appreciate that Glasbak dishes mean successful baking because the heat is absorbed by them so evenly that an even baking temperature is assured throughout.

Not only that, but Glasbak dishes are attractive, and this saves extra dishwashing, for they can be served from right at the table. And they are very easily washed.

Glasbak dishes are quick sellers. Write for particulars.

McKEE GLASS COMPANY
Jeannette, Pa.



CHATILLON CUTLERY

The Dealer's Favorite



The best proof a dealer can give that he is satisfied with a line of goods is his repeat orders. For nearly half a century dealers have sold

Foster Bros. Brand

to their most discriminating customers, with the result that they are now accepted as standard.

One of the reasons for this popularity of Foster Bros. Cutlery is the excellent material employed in their manufacture. The handles are well made of material best suited to the purpose, properly shaped to fit the hand, so a firm grip can be secured. These handles are securely fastened by strong rivets to blades of excellent quality cutlery steel. These factors combine to make cutlery that will withstand the severest service, with the least possible regrinding.



Ask your jobber about this well-known Foster Bros. Cutlery

JOHN CHATILLON & SONS
New York U.S.A.

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The live hardware dealer says:

"I've Only Had Her a Week—

"—but Polly has already learned to say 'You can't beat BULL DOG,'

"She hears the boys say it, she hears me say it, and she hears the customer say it frequently.

"BULL DOG hose needs very little oral salesmanship, so I think I'll move Poll's cage nearer to some stock that needs her efforts more.

"Polly probably doesn't know what an important truth she is telling but all the rest of us in the store do. BULL DOG 5/8ths hose is unbeaten and unbeatable."

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands.

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Hardware World

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Volume XVI JANUARY :: 1921 Number 1

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The "Individual" Element

NEARLY everything in business today hinges upon the sincerity of the interest that the individual takes in the performance of his duties.

All occupations are suffering from the indifference of the bulk of their operatives. Both men and women workers do not seem to see that the losses their neglect and half-hearted work entail bulks to a terrific total which is projected against their own comfort.

Many have more regret over the loss of a dollar than they have over a loss of the consciousness of duty. The real fact of the matter today is that this country is in far greater danger of a self-indulgence panic than it is of a money panic.

Safety, prosperity and the ability to enjoy more fully the privileges of the present advancement of civilization are wrapped in the desire to serve in the manner that the individual himself would be served. Such a belief practiced makes one first worthy of prosperity, then presents him with it and protects him in it.

Once we can get a general acceptance of the fact—and it is a fact beyond dispute—that "safety, prosperity, and the ability to enjoy more fully the privileges of the present advancement of civilization are each wrapped in the desire to serve in the manner that the individual himself would be served," we shall have advanced far toward a satisfactory solution of our economic problems. It is because of this fact that our appeal almost invariably is to the individual rather than to the mass..

Each one of us must come to feel individual responsibility for existing conditions and to practice individual effort to bring about a change in these conditions. Progress lies along the way of individual consciousness and effort, not along the way of mass consciousness and effort. The "individual element" always has held, holds now and always will hold the secret of human advancement, morally, socially and economically.

Don't simply see how you can "put in the day." See how much you can put into the day.

Never contrive to make it easy for your concern to get along without you.

When in a fix, sweating will get you farther than swearing. Let mules do the kicking.

Fortune may knock at your door, but it won't waste much time hunting for the keyhole.

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Know the Goods Behind You and the Customer Before You

THE seller must always know the article he is selling. He must have its sale points at his tongue's end, and when he has studied his goods and appreciates the degree of quality that has been built into them, he has a higher conception of their value and feels more enthusiastic concerning the satisfaction they will deliver.

If a merchant is selling garden seed, there is one thing he knows positively, namely, that those seeds are expected to grow; they must produce, bear fruit. If this particular virtue is lacking, there has not been a fair exchange of value. Goods are not greatly different; they are merely tools to be used in achieving a concrete result, satisfaction.

Selling Service Your Goods Will Give

A merchant is not selling mere merchandise; he is selling what the goods will do, how long they will do it, the benefit or pleasure they deliver.

All this is behind-the-counter knowledge. The merchant who is acquainted with his wares, who knows their sale points, and who knows what they will do when put into service, is equipped with a reliable selling weapon. This knowledge alone, however, is not sufficient.

We stock goods when we ascertain both their intrinsic value and their points of service, but our knowledge of these facts must be supplemented by another form of knowing—before-the-counter-knowing—which means an acquaintance with the customer as an individual and as a member of a group, and having a knowledge of her need.

The Merchant Must Know His Customer

Buying relations are friendships, created and sustained through taking an interest in others and providing them something that will confer a pleasure or benefit upon them.

Acquaintanceship with customers is highly essential. We must become acquainted with the customer as an individual; we must know him or her personally; we must know the customers in our locality as a class and be able to classify them into groups to better study their needs and provide for them. The more intimate and extensive we can make our knowledge of the requirements of the buyers before our counters, the greater will be our sales.

Here is Mrs. Brown, for instance, coming into the store. Let's check up on our knowledge of Mrs. Brown. In a flash we recall all the circumstances about her. She has an attractive home in a desirable part of town, and she is said to be a good housekeeper.

She keeps her home and particularly her kitchen equipment up-to-date. We remember selling her certain cooking utensils last spring. Perhaps she has need of others at this time. Let's create a little business; let's show her something new that has come in, or let's show our interest in another way.

She Will Be Pleased

Her "ego," her sense of self-interest, will appreciate this evidence of our interest in her, and by so doing we will create business.

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Here comes Mrs. Jones. Her situation is a little different. She hasn't quite as liberal a household allowance as Mrs. Brown, but nevertheless she has a keen appreciation of economy and of things that serve, and she will appreciate our interest just the same, and if we do not create a sale for today, we will create one for tomorrow, through our knowing what she needs and when she imagines she could purchase.

DO NOT DISCOUNT YOUR OWN THOUGHTS AND IDEAS

The only way to have a personality is to be one. The only way to have thoughts is to think them. The only way to develop ability to plan and execute, is to do that very thing.

Quit depending upon someone else to do your planning and your thinking. Think for yourself and plan for yourself. This does not mean to be foolishly radical, or to follow some chimera.

There is a right way to do things—a right way to plow, to reap, to sow—the secret of success in these lines of endeavor is to find the right way, and make use of it.

There is a right way to think, and a right way to plan the interests of your life. and it is your business to find that way. It is not secretive, hidden, not difficult. Anyone can do it.

The sum and substance of the whole matter is, Be Yourself. Do not try to ape someone else in your thinking and planning any more than you would in your dress or your manners.

Every individual is a distinct personality. Some are stronger than others, of course, but there is an individuality belonging to each person. To some extent this individuality must be submerged for the good of all concerned, but on the other hand it is worthy of cultivation, and is entitled to expression.

Be yourself; make you own first hand observations on life, and draw your own conclusions from your own observations. It will make your life richer and happier. Plan your own career. No one can successfully do that for you.

There is some one thing that you can do better than anyone else can. Learn what that is, and then get yourself intelligently at the task. It is better to be yoursrelf and succeed in a small way, than to be a feeble echo of someone else, and have no strength of character or marked success either. Do not discount you own thoughts and ideas simply because they are your own.

Enthusiasm is one of the most desirable qualities! It attracts people to you and causes them to cooperate with you.

YOU ARE EITHER MASTER OR SLAVE TO YOURSELF!



No man is absolutely void of fear, but many men are held back by it.

When a man gives way to his fears he is conquered before he ever tries.

Or when he does try, under the belief that there is no chance for a successful outcome from his efforts, he never succeeds.

There is no fear as terrible and distressing in its results as the fear of oneself.

A man under its influence yields before he attempts.

If we could only know how many men with absolute power within themselves are held back by fear of weakness they don't possess, it would startle us.

Men who have gone through the tortures of self-fear and have come into the realization of the powers within themselves are the only men who really appreciate what it means to come into the feeling of self-confidence.

Fear of self is a drawback that kills more good opportunties than anything else.

No man really knows what he can do until he tries, and until he realizes that he must keep on trying until he succeeds in his efforts.

There are lots of men who can do things but don't do them just because they think they can't do them.

These men seem to imagine that the other fellow is possessed of some super-human power which enables him to do big things well.

But when you size up successful men carefully and thoughtfully you will find that they are not much different from other men.

Their main qualifications are nerve, industry and persistency. It is just a case of plug, keeping at it, not being afraid to tackle a proposition and profiting by mistakes.

The Wisest Wisdom is just Common Horse Sense!

There is really nothing wonderful about great things or great deeds except that they are great.

If men could just realize the value of not being afraid more men would get up the nerve to make them try for things which seem to them impossible.

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Cultivate Acquaintance with this Family

Men Who Attained Success by Learning a Trade or Business Teach the Advantage of Being a Producer

(By B. J. Boorman)



Do you know the Success Family?
The father of Success is Work.
The mother of Success is Ambition.
The oldest son is Common Sense.

Some of the other boys are Perseverance, Honesty, Thoroughness, Foresight, Enthusiasm and Cooperation.

The oldest daughter is Character.

Some of her sisters are Cheerfulness, Loyalty, Courtesy, Care, Economy, Sincerity and Harmony.

The baby is Opportunity.

Get well acquainted with the "old man" and you will be able to get along pretty well with all the rest of the family.

Your Capital Is Time

When you were born, Nature deposited to your credit in the Great Bank of Life the big and ample capital of time. Each and every person has all the time there is—twenty-four hours of each day. In that one thing you are as rich as the wealthiest man in the world. So we all start equally, insofar as the inherent commodity or capital is concerned.

Yet, as time passes on, we see two persons pursuing the same lines of endeavor, accomplishing different results—the one succeeding and perhaps the other meeting with dismal failure.

One is content to remain in the valley—the other seeking companionship of the mountains and higher things. Quite likely he will turn his face toward the sunshine, letting the shadows fall behind him, and through his own efforts and endeavors rise from the valley of depression to the mountain top of good things, good times and success.

Let us analyze the contributory causes of one man's failure and the other's success. The former, perhaps, has not a definite object or goal toward which to work—the latter has an objective, and has prepared himself for it. Your future absolutely depends upon choosing the right vocation and training for it. We would all, perhaps, meet with a good deal of success is we chose the work best adapted to our temperaments and characteristics. Here is where vocational training can contribute of its science and guidance.

First, by Character

The successful man is always under the benign influence of Character. What is Character? It is the will to do the disagreeable thing when it is right, and not to do the agreeable thing if it is wrong!

Magnifying Opportunities

We all see men of different ideas and ideals, but with the one purpose. The successful man never minimizes his duties, but always magnifies his opportunities. It should be an inspiration to any man to know that in this great nation, under the greatest of flags, where men are born free and equal, that success is obtained in but one channel, and that through individual effort. Let us brush aside the curtain and look down the corridors of some of our most successful men—men who are or were leaders of men—Captains of Industry.

A Trade No Barrier to Success

The Nazarene, the Savior of Man, the world's redeemer, was a craftsman—a carpenter and the son of a carpenter. This thought alone should dignify any honorable trade as most worthy and exalted.

The next president of these United States was a farmer's boy, and learned the trade of a printer.

The late Frederick Weyerhauser, the dean of the lumber industry in America, a man of profound Christian character and vision, was an orphan at 12 years of age, worked on a farm, in a saw mill, ran a retail lumber yard with success. Good judgment and industrious habits soon gained for him promotions.

One of his first partners, Mr. C. F. Denkmann, was a blacksmith and machinist. His practical experience was valuable to the firm's early history. The name of Weyerhauser has become a national household word—his character an inspiration to the younger generation of lumbermen—his life and memory a heritage of rich endowment to posterity.

The late Philip D. Armour, the dean of packers, was born on a farm, worked in California, building sluices for miners, and through his own efforts arose to the high position he enjoyed.

The founder of the Studebaker concern, builders of wagons, vehicles and automobiles, was a blacksmith.

John Deere, father of the colossal plow and implement industry which bears his name, was also a blacksmith.

Likewise, Mr. McCormick, the pioneer reaper and binder man, was a farmer and blacksmith.

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The great empire builder, the late Hon. James J. Hill, was born upon a farm, worked in a country store, and later as a shipping clerk, has often been referred to as the greatest captain of transportation of his age. He turned tide lands into metropolises—he made rails and water meet, and so on to the Orient.

Charles Schwab, industrial head, had as his foundation, the trade of a machinist.

Andrew Carnegie, the steel magnate, was a telegraph operator in his early days.

Marshall Field, the peer of merchants, began his knowledge behind the counter as a practical and thorough clerk.

Thomas Edison, the most remarkable of all inventors, was a telegraph operator and printer.

H. J. Heinz, of the "57 Varieties" fame, began life on a little truck farm, carting the products of that farm or garden in a wheelbarrow to a nearby village.

Henry Ford, the greatest of all automobile manufacturers, was a mechanic.

We might mention scores or hundreds of Americans—our most famous men—who have become captains of industry or leaders of men, and who arose from the ranks of the crafts or the common people to positions of influence and power.

Be a Producer

Is it not more enviable and honorable to be classified as a producer than a consumer? These are problems that must be considered. and considered sanely as well as seriously if we are to advance in efficiency and if our advancement is to endure along economical lines. We have become a tradeless nation—the results are most alarming. Why not direct our attention, efforts and energies to the sublime attainments of creators and producers?

Put the producer, whether he be a laborer, tradesman, farmer or craftsman, on a high pedestal. Why not use our influence toward the changing of our school curriculum to less Greek and Latin and more of the practical, such as manual training, domestic science, agriculture, civil and electrical engineering and such other practical trades that are the foundation of the great industrial nation in which we are privileged to live. Any person with a good education should make a better craftsman—any person who is a good craftsman has a better chance for success, and eventually, when the time comes, can better conduct his own business or act in the capacity of an executive than he could had he not that practical knowledge or experience.

Business as a Profession

We look upon medicine, surgery and law as about the only professions. This is all wrong —business, industry, manufacturing, tradesmanship, agriculture are essentially as much professions as the so-called self-styled professions of medicine and law. Let us get down to fundamentals. Dignify labor and the mechanical arts, honor the producer and when the American people arrive at this stage, a newer and clearer horizon will smile upon this great nation and there will be less want and discontent. Let the hope of this point to a morning dawn.

THE SPIRIT IN WORK

The value of work depends upon the spirit that is put into it. After all, we are nothing but human beings, whether at work, at play or asleep. Work is nothing but the forthputting of the human spirit. It is the light that shines from the candle in the soul. It is the energy streaming out of the human mind.

No matter how well trained you are, how quick your eye and how skilled your hand, your work is not the best unless you put your spirit into it. And the more spirit you put into your work the more good it does you. It reacts upon you wholesomely. Work that you do listlessly, unwillingly and with your mind on something else, is the kind that breaks you down. For when you work at work you like, at work where your heart and soul and interests are, then it is not work any more—it is play.

—Dr. Frank Crane.

HOW YOU SAY IT

It's not so much the thing you say
But how you say it;
It's not the compliment you pay
But how you pay it.
A word is but a little thing
Yet joy or sorrow it may bring,
That little word may moan or sing;
It's simply how you say it.

You may say "thank you" to your trade,
It's how you say it;
You may say thing are highest grade,
It's how you say it.
Don't hand out kind words with a moan,
Put warmth and good cheer in your tone
And then success will be your own;
A great game, if you play it!

Every customer who comes into your store should be made to feel at home. He should be made to know that his visit is appreciated. Isn't that the least you can do for one who comes in, money for you in hand?

You can never stand on anyone's legs but your own, nor can you expect to go very far on the credit of other's work.

You never catch a man in the act of sneaking up quietly behind your back for the purpose of putting money in your pocket.

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BUSINESS GETTING SUGGESTIONS

CAN YOU MAKE MONEY FOR OTHERS?



Half the complaints you hear from employes are like this:

"I am tired of making money for the boss. What I'd like is a chance to make money for myself."

That is what everybody would like. And if the employe would stop and think, he would discover that the only way to make money for himself is to make it for somebody else.

Who are the high salaried men in the country?

The men who can show a firm how to pay big dividends.

Who are the lawyers who get the largest fees?

The lawyers who know how to keep their clients out of litigation or to win lawsuits for them, thus making money for them.

What are the articles that have the biggest sale?

The articles that effect a money saving, or bring about economies.

You will never make money for yourself till you learn how to make it for other people.

Life is largely a struggle for money. If you can help somebody to make more money he will pay you to do it. He can afford to.

If you can show him how to increase his sales or cut down his expenses, you can come pretty near fixing your own salary.

Don't worry if the other fellow is making money. The more money he makes, by your help, the more he will pay you. He will have to pay you, for he will lose money if you quit.

Whether you are working for a salary or are in business for yourself, success will come to you only if you can make money for other people—success that is in a business sense, which is just as necessary as success in any other sense.

Get the idea of making money for others and you will make it for yourself.

Always before us is the miser who hoards up his gold, then later wishes he had spent his heir's money.

Try your hand at something, and if you fail, try both hands. Then, if unsuccessful, try using your head.

TEACH COMMON COURTESY

This morning I went into a store and as the regular clerk was not on hand, the proprietor waited upon me. He offered no word of greeting. When I tendered him my money he did not say "Thank you." True, it was only a quarter, whereas the boss usually tends to the wholesale end of the business. Nevertheless, I felt that he should have shown ordinary politeness. I'll go elsewhere in future, writes B. C. Forbes.

The owner of the barber shop I visit never used to say "Thank you" when paid. Just for fun, I made up my mind that I would make him become a little more polite. So every time he handed me change, I said "Thank you," with great cordiality. He stood it for a month or more, and then one day got his "Thank you" in ahead of mine!

It is going to be more difficult in the next two years than it has been in the last two years to sell goods. At the same time, it is going to be less difficult to get and keep the right kind of help. Employers should lose no time in starting to teach employes the importance of showing every courtesy to customers.

No person likes to be treated with cold indifference, still less with the rudeness which has been lamentably common in all sorts of establishments during and since the war. It doesn't matter whether the customer be the purchasing agent for an enterprise doing $50.000,000 worth of business a year or a humble housewife, each prefers to do business with a person who has polite manners rather than a person who does not act politely.

One of the two clerks in a chain store located in a suburb of New York recently was killed. He had built up the store's trade wonderfully by his unfailing cordiality to customers of all degrees of importance. The other clerk, his superior in position, acted entirely differently. And when the news spread of the polite clerk's tragic end, the comment made on all sides was "Isn't it a pity it wasn't the other fellow?"

You can be ever so busy, but if you are doing the thing in the wrong way you won't get very far.

Enthusiasm is a sure antidote for laziness and procrastination; it is the main-spring which keeps your mental machinery in action.

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YOU ARE LIKE ONE OF THESE THREE BROTHERS



Three brothers left the farm to work in the city, and all got jobs in the same company, starting out at the same pay.

Six years later one was receiving $100 a month, a second $200 and the third $500.

Their father, hearing of these salaries, decided to visit his sons' employer and find out why they were paid on what seemed to be such an unfair basis.

"I will let them explain themselves," said the boss, as he pressed a button under his desk.

Jim, the lowest paid of the three, answered.

"I understand the Oceanic has just docked," said the employer. "Please go down there and get an inventory of her cargo."

Three minutes later Jim was back in the office.

"She carries a cargo of 2000 seal skins," reported Jim. "I got the information from the first mate over the telephone."

"Thank you, Jim," said the boss. "That will be all."

He pressed the button again, and Frank, the $200 man, reported.

"Frank, I wish you would go down to the dock and get an inventory on the Oceanic's cargo."

An hour later Frank came back with a list showing that the Oceanic not only carried 2000 seal skins, but that she had also 500 beaver and 1100 mink pelts.

The employer pressed the button a third time and George, the $500 man, walked into the office.

He was given the same instructions his brothers had received.

George did not return for three hours, and the office had closed for the day, but his father and the boss were waiting for him.

"The Oceanic carries 2000 seal skins," he began. "They are offered at $5 each, so I took a two-day option on them, and I have wired a prospect in St. Louis, offering them at $7. I expect to have his order tomorrow. I also found 500 beaver, which I sold over the telephone at a profit of $700. The mink pelts are of poor quality, so I didn't try to do anything with them."

"That's fine, George," said the boss.

Then, when he had gone, the employer turned to the father and smiled.

"You probably noticed," he said, "that Jim doesn't do as he's told, Frank does as he's told, while George does without being told."

That accounts for the difference in the salaries.

If you are not enthusiastic over your work you do not love it, therefore you are trying to perform work for which you are not fitted.

ERRORS IN STATEMENT ASSIST IN COLLECTING ACCOUNTS

Here is a brand new way of getting the "slow payers" to sit up and take notice. And according to its originator, it certainly does the work. The idea comes from Sumner, Miss., but in spite of the fact that Sumner is a small city, it's a good idea, although some merchants might be inclined to think that it is bad business.

On the second statement sent out to a customer who has not paid when the first was sent, the proprietor makes an intentional error and one which will bring the customer into the store post haste.

If the bill comes to $62.50, the statement sent is for $162.50.

Then when he comes into the store to correct the error, the chances are ten to one that he pays the bill, so that the same mistake will not occur again. And after all, the proprietor argues, these mistakes are easily explained, and cause no hard feelings.

HOW DO YOU WAIT ON CHILDREN

There are many merchants who do not seem to appreciate the importance of serving children in the same manner as the adult trade. It has frequently been observed that children are needlessly kept waiting. This practice is not fair to the children who visit the store, nor is it good business policy.

I know one very successful store whose owner makes it a custom to give first attention to the little men and women who come to his store. The children appreciate this and he is about the most popular "store man" in that section of the city. The parents like this policy, too. They like to have their children served with courtesy and consideration. The success which this merchant has had, he attributes mainly to efforts he has made to cultivate the good will of children, for in gaining their good will he has likewise won the good will and friendship of the adult population of his community.

Child Represents the Parent

Frequently it happens that a child comes to the store with a note requesting merchandise of an urgent nature and is forced to wait until the grown ups are waited upon. Bear in mind that the child may have been told to hurry back with the purchases and that you are serving one of your best customers through the medium of the child.

It may be true that many children who come into the store are not on an important errand. Nevertheless, this supposition should not be made, and it is always a good plan to ascertain the wants of each child in a prompt and courteous manner. Almost every retail dealer caters to family or neighborhood trade, and, by giving the best service, to children and adults alike, this trade is held and increased.

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The Survival of the Fittest



This article has been written especially for the HARDWARE WORLD by one of our most valued and faithful readers, who choses to sign himself "A Blade of Grass."

The author has served and studied the hardware trade for many years and speaks from a wealthy experience, a keen insight and a thorough appreciation of the real facts.

His grasp of the subject, his analysis of future possibilities and his conclusion and word of warning —all make this article well worthy of careful study and thought.

I have been re-reading Charles Darwin's "The Origin of Species," a book strictly and undisguisedly a scientific work, but written with a simplicity and clarity which makes it as easy to read as a child's story book, and much more interesting.

One cannot read this book without having it unforgetably impressed upon him that one law of nature, unescapable and always in working order, is that every organization, a blade of grass or a giant mercantile establishment, must of necessity be engaged in a war to the death with its competitors and can only maintain existence and growth by superior efficiency.

All of which preamble leads up to the question: Is the average retail dealer today efficient to a degree which justifies and guarantees his existence as a merchant?

Many years in the jobbing hardware business have at least made the writer more charitable and more deliberate in his judgments than when he was a youngster, and he is not unmindful of the fact that his continuance in this work is dependent to a large extent upon the success of his retail customers. But this cannot swerve him from the conviction that the average retail dealer is a storekeeper and not a merchant, and that unless as a class he wakes up to the fact that both his mental processes and his business methods must be brought up in line with modern progress, he will ultimately be eliminated.

Probably the keenest competition felt today by the country storekeeper is that of the catalogue house, and the success of the catalogue house is due to its recognition and grasp of modern ideas in merchandising. Perhaps we would be more just if we were to go farther and say its originating of modern merchandising ideas. The existence of this competition and the pronounced success of these modern methods cannot be ignored. They must be met and met efficiently if the country storekeeper is to survive.

That the country storekeeper has an important and almost essential function to perform in our social fabric, and that his elimination would be little less than a calamity, are facts that have profoundly impressed everyone who has given this question unprejudiced thought.

Granting that he has his important and perhaps essential functions, it logically follows that he can and must meet this competition. The world can get along without the small merchant, but his elimination and the consequent and necessary readjustment would involve a serious and far-reaching loss to a host of small communities and there would be nothing gained by the explanation that the community had brought all this loss and inconvenience upon itself by its failure to support the local storekeeper. He must justify his support by furnishing a service which will beat the catalogue house on its own ground.

Sales Helps Available for Merchant

One of the most disappointing and disheartening features of the jobbing business today is the impossibility of inducing the average country storekeeper to take full advantage of the numerous and valuable sales helps which the jobber and the manufacturer are offering him.

A specialty of obvious value and selling qualities will be offered to him by the jobber's salesman and he will be induced to buy a reasonable quantity. Advertising matter of an attractive nature and cuts for newspaper advertising may be had for the asking. The salesman will be only too glad to give the clerks selling helps.

The storekeeper is given every possible assistance and inducement to do real selling among his neighbors and customers, but again and again the salesman comes around on his next trip to find that the item is only accumulating dust on the shelf, while the storekeeper is waiting for people to come in and ask for it.

Catalogue Houses Capitalize Written Word

The catalogue house, lacking the great advantage which the local merchant enjoys of personal contact with the customer, gets out at an enormous aggregate cost a catalogue in which is clearly and fully put forth the good qualities of what it has to sell, and lays this catalogue before every probable purchaser. It is more than likely that the local dealer has the same article on his shelves. Although his clerks should be prepared to give a much fuller description and follow it up with a demonstration if desired, they cannot furnish as much information about it as is found in the condensed description of the big catalogue.

The catalogue house sets a price on every item and has to submit to the very considerable handicap of being unable to readjust prices to fit a changing market before the issuing of another catalogue. In this way they lose when the market advances and are unable to offer customers the benefit of a market decline. The local dealer has the help of the weekly visits

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of the jobber's salesman with the latest market reports.

Jobber Needs Retailer's Cooperation

No one now denies the value of the jobber to the retail merchant or the essential part which the jobber plays in the success of the retailer, but the jobber's success is in turn dependent upon the maintenance of the present system of distribution, manufacturer to jobber, jobber to retailer, retailer to consumer. Experience has fully demonstrated that this is the most economical plan of distribution known.

If then the jobber does not receive sufficient cooperation from the retailer to justify the manufacturer in keeping his place in the scheme and the manufacturer decides to market his product direct with the retailer or the consumer, the jobber and the retailer will both lose out; the jobber because he is deprived of the cooperation of and is put into competition with the manufacturer, and the retailer because he cannot buy a large proportion of his requirements in shipments from a number of different manufacturers without incurring the evils of overbuying, almost the largest single factor in the failure of small stores.

Other and only little less important drawbacks to this plan are the loss of the jobber's help when the retailer needs accommodation to tide him over a dull season or a crop failure, and the loss of the jobber's helpful advice through the medium of his salesman's frequent visits.

Let us assume then that the retailer is equally interested with the jobber in the maintenance of the present plan of distribution. Should he not be even more solicitous to achieve and maintain a level of efficiency sufficiently high to enable him to hold his own in competition with the catalogue house? If he is to do this must he not bestir himself, became a merchant, not a mere storekeeper, takes advantage of the sales helps which the jobber is always glad to supply, and back up the jobber in his attitude toward the manufacturer?

Keep Jobbers Out of Temptation

Should the retailer look upon this as too altruistic a stand for him to take, and hold that it is not up to him to fight the jobber's battles? We will look at the question from another side. When the time comes that the jobber is satisfied that he is not getting the backing of a sufficient number of the retailers to justify him in continuing on the present lines, do you imagine that he is going out of business? It is unthinkable and especially so in view of the fact that he already has an organization which with a minimum of difficulty and delay can be changed over to a catalogue house, with the enormous advantage of already having his name and reputation widely recognized over a large field, and having been for years in the catalogue making business.

It is quite possible that the successful jobber will find himself even more successful in this new field and the retailer would find his last condition far worse than his first. Mr. Retailer —it's your move.

—A Blade of Grass.

GROWTH OF MAIL ORDER BUSINESS

A few minutes employed in studying the figures herewith would be time well spent.

The chart indicates the growth of the business of Sears, Roebuck & Company from 1910 through 1919. It tells more plainly than words of the tremendous growth of one big mail order house, and indicates with equal accuracy the growth of the mail order business in general.

Sears, Roebuck & Company did a business of $61,329,792 in 1910. Last year their net sales were $233,982,584. Here are the figures in detail for the last ten years:

	Net Sales	Net Profits
1919	$233,982,584	$20,082,067
1918	181,665,830	13,781,948
1917	165,807,608	15,025,413
1916	137,200,803	16,488,622
1915	106,228,421	11,100,388
1914	96,024,755	9,081,521
1913	91,357,276	9,027,669
1912	77,116,859	8,322,611
1911	64,112,194	6,984,967
1910	61,329,792	6,759,876

Sears, Roebuck & Company is the largest mail order house in the world. Montgomery Ward & Company has run a fair second. Under the new leadership of the Whalen and Duke interests that control the United Cigar Stores, there is the expectation of a big increase in their business. There are hundreds of other mail order houses that are constantly tempting millions of home dollars to make the perilous journey to Chicago and other western cities. The total value of mail order business is estimated at a figure running close to a billion dollars annually.

Mail order and chain store competition is becoming more and more serious. Some people are inclined to throw up their hands and say it's no use—that the retail business is a losing fight.

At the other extreme we have those who refuse to recognize the existence of mail order houses and go plodding along with their eyes shut to their most serious form of competition.

The mail order houses can't get all the business. But just now the mail order folks are pushing ahead. They are getting new customers all the time through their advertisements.

Wherever they find merchants negligent in not advertising in their local communities, there is where they draw the bulk of their trade.

Look in and look up.

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Increasing Sale of Electric Washers

Suggestions Each Merchant Can Use to Advantage

DURING a recent industrial parade in Warren, Pa., the float that attracted the most attention was Beckley's, devoted to a complete showing of electric household helps.

Around the four corner pillars were thrown life preservers, and each of the larger machines —vacuum cleaner, dishwasher, washing machine and ironing machine—were operated by young women in sailor suits.

Above the heads of the operators was stretched a big canvas banner, "Beckley's Wife Saving Station." The clever substitution of "wife" for "life" caught the fancy of the crowd, and the demonstration of these electric machines that almost think, showed to the multitude that they were truly wife savers.

With the advent of the new year, every hardware man should push his electric household helps and especially his laundry machines, since they relieve the housewife of the greatest burden.

Methods of Live Canadian Institution

The Ashdown Hardware Co., Winnipeg, Man., is always in the front rank when it comes to pushing anything that is new and efficient, and recently they have been expending much time and thought towards increasing their electric washer sales.

Realizing that the appeal to the eye is the quickest method of attracting attention, they arranged a colorful display of washing machines and supplies. The background was tinted blue, with a big oval of pastel tints showing an allegorical design of Electricity. At one side was an electric washing machine, and at the other a bench with two tubs, between which was a wringer.

A long low bench of polished wood held a tall vase filled with branches of red foliage, as well as several electric irons. On the floor were half a dozen of these irons, several of them being boxed, ready for delivery.

Three tall panel cards, lettered uniformly suggested:

"Do you still use the old fashioned tub and washboard in your home. It's time for a change. Use a Voss Electric Washer."

"The electric washer makes a large washing look small. It does the work easily and quickly."

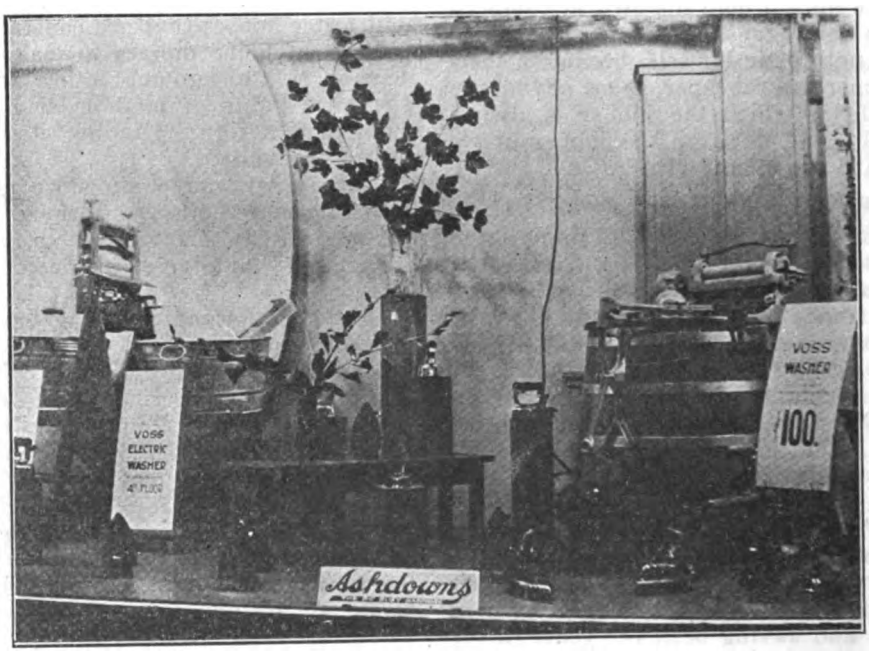
"No steps back and forth from a hot stove with the electric iron. And the handle never gets hot—the heat is in the iron."

On the bench was an alarm clock, the hands pointing to eight o'clock. A card observed:

"With an electric washer you don't have to get up at daybreak. The washing is done in an hour's time, without the labor and back-breaking toil that usually is the accompaniment of Blue Monday."

Gum tape is used in fastening all light weight packages that go out from the store—it being cheaper and much more expeditious than string. Stamped at regular intervals on this tape is:

> THERE WAS A TIME
> when all household work was drudgery. The advent of electrical labor-saving appliances and adequately wired homes has changed all that and made housekeeping a real pleasure.



The Ashdown Hardware Co. has an international reputation for attractive sales windows. They are among the most progressive merchants in America.

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Each package that goes out, therefore, becomes an advertiser for the electrical merchandise department.



Emphasizing the shortage of laundresses and their unreliability, The Electric Maid Shop, Portland, Oregon, got out a folder recently, which they enclosed in an envelope and sent under letter postage to a large number of housewives in the city and surrounding country:

Dear Madam:

Every housewife today wants electric labor-saving appliances to make her housework easier. She has heard enough about the electric clothes washer, clothes dryer, ironing machine, electric irons and electric range to know how they simplify housekeeping. She knows that they make it easier to keep a servant; as well as making it possible to get along without one. She wants them all.

But very often the matter of first cost stands in the way. The house account can't spare the money at present to buy these things. And so she waits.

I'm going to show you that you needn't wait. It isn't necessary, after all. You want them now. You need them now. You ought to have them now. And so you can, if you will let us show you how to turn the trick. The way is easy.

They buy themselves. If you are sending your washing or ironing out or having a woman come in each week—just stop it. Get an electric washer and ironer. Then put the same money aside that you have been spending for wages and before a year is out you will have paid for them—after which they work for you for nothing.

Or, if you have two servants, these electric labor-savers will enable you t o let one go and keep house far more easily and economically and happily. The wages you save will pay for them.

Or, if you are doing your own work, these appliances will save you many hours for rest and recreation. And they will save you enough in actual cash to pay for them.

See them on display in our show windows, and watch them demonstrated in our electrical household merchandise department.

Yours for efficient service in 1921,
THE ELECTRIC MAID SHOP.

Complementing their direct mail advertising, they arranged a colorful window that attracted much attention by its very simplicity. In the beginning, it was extremely well lighted—the white lights from above, shaded so that their rays did not strike the eye, being turned full on the contents of the window. The floor was covered with clean white sand, in which were resting a number of toy camels. In the center was the washing machine, with wringer attachment, to which were fastened long waterfalls of sky blue paper. Cards of blue, lettered in white, stood by the machine, and on them were printed:

AN OASIS IN THE DESERT

That is what an enthusiastic possessor of an electric washing machine said. "It's an oasis in a desert of housework," she explained. These oases would be far more frequent if she had also possesed an ironer, dish washer and vacuum cleaner. In fact, with these four reliable work savers, coupled with an electric range, and some table utensils—such as toaster and percolator—she would find that the desert disappeared entirely, and that the house was like a fair garden which needed only a little daily attention in order to blossom out into a perfect Eden of comfort and content.

The expressions were doubtless a little flowery, but consider what visions of ease and comfort they gave the housewife who beheld them; while the practicality of them could not be doubted after having been given a thorough demonstration in her own home.

Getting well acquainted with your customers and coming into personal touch with them, if possible, is one of the surest methods of holding their trade.

THE DRIVE IDEA

All our lives will be more sunny, and we'll chirp a gladder song, when they quit the "drives" for money, which have bothered us too long. All such schemes were gladly pardoned when the Kaiser danced his jig, and the heart was cold and hardened that neglected to up-dig. I am always prompt and willing to help out a worthy cause, but I will not place a shilling in the drivesmith's eager paws. For I'm sick of people telling what I ought to give and where, tired of always digging, shelling, for some scheme that makes me swear. I will give to help the living and I'll give to plant the dead, but I won't be bossed in giving, and I won't be chased or led. In the wartime drives were splendid, and they helped to can our foes, but the war is done and ended, and the people need repose. Do not bother friends or neighbors with requests for honest dimes; leave them to their quiet labors, as we did in olden times. Do not think up worthy causes that require financial aid, for we've all been Santa Clauses till our nerves are tired and frayed.

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EFFICIENCY AND PRODUCTION SHOULD BE THE BASIS OF WAGES

(By Thomas McCusker)

We quote the following from a circular recently received from an Eastern city:

Bricklayers and Building Operations—

Pertinent figures which may or may not have their relation to the building situation:

Year.	Rate per hour.	Bricks per day.
1909	$ .55	1100
1916	.65	900
1918	.80	614
1919	1.00	587
1920	1.25	541

Thus wages were more than doubled, while less than half the work was done.

Doubtless it was a condition of this kind that influenced the Industrial Court of Great Britain to promulgate a new principle for wage increases. Read the following report from the National Industrial Conference Board:

"The Industrial Court in Great Britain very recently issued a decision that is regarded as of considerable importance, because it lays down a new principle for determining claims for wage increases. Hitherto the awards of the committee on production, and subsequently of the Interim Court of Arbitration, have been accepted as standard; these provided for wage increases commensurate with cost of living increases. The decisions as a rule provided for rehearings every four months, so that if the cost of living were found to have increased, an equivalent wage increase might be considered.

Work Done Is the Determining Factor

"In its decision the Industrial Court states that no increase in wages is due as a result of increases in cost of living, but that the value of the work done must be the determining factor.

"The Court holds that: 'The remuneration of the various classes of work people should, in ordinary circumstances, depend on the value of the work done, and the value of the work done depends upon the state of the market and the demand for the products of the workshop.'

"The principle that wages must bear a direct relation to production and not to cost of living was laid down by the Industrial Court in the case of a demand for a wage increase in the engineering and foundry trades. Subsequently in a decision affecting the shipbuilding and ship-repairing trades, the court took the same position. Both the engineering and shipbuilding trades are between 90 per cent and 100 per cent organized.

"In commenting on this decision, the British Ministry of Labor states that 'it has long been seen that the effect of an increase in wages to meet the increased cost of living is still further to increase the cost of living, and it will be appreciated that, if the lead of the Industrial Court is followed, the "vicious circle" may be broken.'"

There is much to be learned from England's method of handling industrial matters, but the principle is not new, as it is but an iteration of our contention that efficiency and production should be the basis of wages.

What we commend about the English Industrial Court, is that it has the good sense to stand on this principle.

HOW HOGS HELP HARDWARE

What is the connection you ask? We would refer you to the Garland County (Arkansas) Weekly, published at Hot Springs, principally known to the hardware trade not as a baseball training site, but as the seat of operation of our always good friend, Hamp Williams.

In a recent issue of the Garland County Weekly Hamp Williams carried a want ad, in which he offers to give away two fine Duroc Jersey boars.

Sounds marvelous, doesn't it? When we tell you that he has given away five of these fine animals this year, perhaps you will marvel all the more.

Hamp Williams believes in going back to the beginning and searching the origin of things, and this is how he figures:

To start with, 20 sows to the boar will bring litters of 8 pigs each, which is 160 of the little squealers. At less than a year old they will weigh 200 pounds, which gives us 32,000 pounds of pork. At 20 cents per pound, the price in Hot Springs today, that nets $6,400. Now there are seven of these males in service in the county, and that means $44,800 will be available to buy Fords and things.

And that is just from one litter! Pigs is pigs.

So Hamp Williams turns over a boar to anyone in the county who will agree to take good care of him and breed him to 20 sows on 20 different farms in Garland County, taking the name and address of the owner of the sow. When the twentieth sow is bred, then the hog becomes the sole property of the man in whose charge it has been given.

We might arise to remark that with all the agricultural extension departments of all the universities that we have known, this is perhaps the most comprehensive and one of the simplest extension plans that has been brought to our attention.

THINK THIS OVER

You don't have to belong to the "laboring classes" to be honest; you don't have to belong to the "capitalistic class" to become wealthy. Most other popular beliefs are about as well-founded as those.

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MODEST WAY OF "SANDY MACKAY"

"Oh my!

"You ought to have seen Mackay," sings Harry Lauder as he strolls the hills of Tobermory.



ALEXANDER P. MACKAY
Genial and capable sales manager of the Corbin Cabinet Lock Co.

Yet we must change our rhyme and take as our text, "The Modest Way of 'Sandy Mackay.'" For when the Mackays left Scotland their "eye" became "aye," and so it is with Alexander L. Mackay, factory sales manager for the Corbin Cabinet Lock Co., officially, but known to his legion of friends among builders' hardware buyers throughout the United States as "Sandy Mackay."

It is a pride and principle of ours never to violate the confidence and wishes of any of our friends in the trade. Mr. Mackay's last adjuration as he left our office after a most pleasant visit was to the effect that we "touch the harp gently," so we cannot go very far into his personal history, nor more than mention his connection with that great institution where his life's work has been centered and which now reflects the power of his efforts.

We can only say that he is even more interesting than he looks, and although the Mackay's may have dropped the "eye" from their name, they have not dropped the sparkle from their eyes. An able business man, a keen student of human nature and a past master in knowledge of builders' hardware, Alexander Mackay is also a most charming and witty companion.

Expect a Big, Steady Year

As for the general outlook these were approximately his words: "We of the Corbin Cabinet Lock Division are most optimistic in entering the coming year—most optimistic. We have made our plans for full operation during 1921. We have ordered our materials and we are going right ahead. In fact we are in need of men to keep our factory running full blast and up to the standard of perfection that we take pride in maintaining.

Orders are still coming in, yet we realize that the coming year will see the sales department in a situation even more crucial than any it has occupied for some time. But we are ready—and full of the most assured confidence."

Mr. Mackay recently returned from a visit with their western sales representatives, John T. Rowntree, Inc., who for many years have represented them in the West.

MAKE YOUR STORE POPULAR

Merchants all over the country are realizing that there is a new class of buyers growing up who are most important to cultivate and secure as regular customers.

These are the laboring, hard working buyers, who, up until a few years ago, were only buying the bare necessities, satisfied with inferior goods, very often through catalog or cut-rate houses.

Thousands of these people are now in position to buy the best merchandise and are anxious to buy it. Yet they are at a loss sometimes to know what to get and where to go for their goods. In other words, here are new buyers who have the necessary capital and who have not the experience or the nerve to get the quality and quantity of goods they are well able to buy and want to buy.

It is this class of buyers that the wide-awake merchant must educate and welcome to his store.

Of course, many of the men in this class know what they want in the tool department, and need no instructions along these lines. Yet their wives may be persuaded to buy high class household goods. These goods need only be shown to them and their advantages explained. They are all prospects for vacuum cleaners, washing machcines, electrical supplies and conveniences, if you will only take it for granted that they want and need such merchandise.

When a man who labors with his hands becomes a little easier financially, he is the very one who wants his wife to have labor-saving conveniences available, and household conveniences appeal most to them.

So take it for granted that they are preferred buyers and take it for granted that they want this merchandise. It is very unwise to sell only staple goods.

It should be a principle with every clerk and every merchant to flatter these buyers, telling them that they know the good from the bad. Give them credit at least for wanting the best that you can provide.

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What Policy Should Merchants Pursue?

THERE never was a time when merchants, both wholesale and retail, were more concerned as to a "safe and sane" policy, and it is with this idea in mind that we here present to our readers opinions that have been gathered from all sections of the country as to the trade situation and business outlook for the new year.

In many sections cancellations have been quite prevalent. In some agricultural or farming sections, where the cotton, grain and similar products have not been disposed of, the merchants have hesitated to place their orders. Nevertheless, it seems to be almost a universal opinion that after the inventory is taken, after the first of the year, normal resumption of placing orders will be followed.

It will be remembered that two years ago when the armistice was signed the opinion seemed to prevail that prices would immediately be lowered and there was some hesitation in placing orders. The result was that almost a parallel situation was presented to that which now exists. There was a "scramble" to get orders accepted and filled. Many were caught short and loss of business resulted through inability to obtain goods when needed.

Quite a number of letters were received too late to include in this issue, but they will appear in our next issue.

CAN'T SELL GOODS UNLESS YOU HAVE THEM

Editor HARDWARE WORLD:

As far as the chain industry is concerned, there is a shortage of chain everywhere. Our prices being based on the material prices of the corporation, we do not contemplate any reduction, but will follow the corporation's prices as closely as our labor conditions will permit.

As to the distributor, I would certainly advise conservatism in placing business, but they should certainly supply themselves with sufficient material of all kinds to meet the demand which they may have.

This is no time to speculate, but at the same time the distributor should be in a position to meet normal demands. He certainly will sell no goods if he does not have them in stock.

We look for some improvement after the turn of the year, when we anticipate prices will have reached bottom, and after which time there should be no hesitancy in going ahead. The fundamental conditions of this country are absolutely sound, there is going to be plenty of money at reasonable rates to take care of all legitimate business, and we ourselves are very hopeful that business will tend towards normal soon after the first of the year.

Yours very truly,

UNITED STATES CHAIN & FORGING CO.,

Pittsburgh. C. M. Power, Vice Pres. & Sales Mgr.

BELIEVE LARGE BUSINESS WILL BE IN EVIDENCE

Editor HARDWARE WORLD:

We believe a lot of people are going to be fooled next year when they think they are not going to have a business that will require their keeping a goodly stock of goods on hand to meet the demand, which we believe is going to be very much in evidence, contrary to the opinion of many in our line.

Very truly yours,

INTERNATIONAL SILVER COMPANY.

Meriden. Geo. H. Wilcox, Pres.

STOCKS MUST BE REPLENISHED

Editor HARDWARE WORLD:

Merchants should follow a conservative buying plan for the first half of 1921.

We believe the method now being pursued by a great many merchants, i. e., the method of buying nothing whatever no matter how badly needed, is a mistake. We believe that stock should be replenished as they run out, not with a speculative buying, but as the goods are needed.

THE WITT CORNICE CO.,

Cincinnati, Ohio. J. W. Witt.

Boyers Hardware Co. have taken over the stock of C. M. Hornbaker of Bonaparte, Iowa.

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IN A MULTITUDE OF COUNSEL THERE IS WISDOM

TOOL MANUFACTURER'S SENSIBLE STATEMENT

Editor HARDWARE WORLD:

We have quite a habit in this country of going to extremes, and in times of extreme activity are quite apt to buy too much. The moment that there is the least hesitation in the commercial world, we are quite apt to buy too little, forgetting that in this great and wonderful country of ours there is a steady and continual consumption of all commodities; and, as J. P. Morgan once said: Don't be a "bear" on the prosperity of the United States; if you do you will go broke.

Our advice to the hardware merchants, particularly to those carrying tool stocks, is to keep their stocks in good condition, sufficient to care for the requirements of their trade. The demand for and use of tools of a mechanical nature, particularly small hand tools, is increasing and will increase, because this is a mechanical age. Following in the wake of a world upheaval caused by the war, when prices in many lines were badly distorted, there comes a universal clamor—and rightfully—that these prices be brought to a safe and sane level.

This brings up the question: "When is a price too high?" Our answer to this is: Our price is too high when based on actual cost it represents more than a just and reasonable profit; and our price is too low when based on actual cost it represents less than a fair and reasonable profit.

We believe that any merchant that studies the tool situation and compares the prices today with those prevailing six years ago will compliment the tool manufacturer on his moderation.

As far as this company is concerned, our policy of the last six years will be continued: All our prices will be based on actual cost plus a fair and reasonable profit, and we cannot see the slightest possibility of any lower cost to us during the first six months of 1921.

Yours very truly,

GOODELL-PRATT CO.,

Greenfield. W. M. Pratt, Pres.

PRESENT SITUATION WILL BENEFIT THE LOCAL JOBBER

Editor HARDWARE WORLD:

Based on conditions that apply strictly to our own immediate territory of north Texas and Southern Oklahoma, we feel that for the country as a whole, the beginning of the year 1921 will show a very decided change for the better, but local conditions will possibly prevent a much better situation in this part of the country. We do not look for a big business until another crop is made.

We believe merchants, both retailers and jobbers, will be very conservative in their buying. The retailer will no longer buy far ahead as he has been doing, but will place his orders at the time he needs the goods and relatively smaller quantities. We cannot help feeling that this will redound very largely to the benefit of the local jobber and while, as stated, we do not look for a large business, we do hope for something better than the average during the first part of 1921.

We expect to keep up our stock and hope to be as fortunate in serving our customers as we have been during the rather trying years of the war.

Sherman, Tex. ROBERTS, SANFORD & TAYLOR CO.

J. H. Voss of Dispatch, Kansas, has sold his half interest in hardware and implement business to B. D. J. Verbage, who is taking charge.

WOULD CERTAINLY KEEP STOCK UP

Editor HARDWARE WORLD:

If we were a hardware merchant and intended to "live and move and have our being" in the hardware business and knew that we were located in a good, healthy community with a good country round it, we would certainly keep our stock up and we would order goods right now for business in the spring of 1921, if we had not done so already.

The fundamental conditions of the country are sound, and this apparent psychological scare, through which we have been going the past few weeks, will pass away more quickly than it came on and then the merchant with the goods on his shelves will be the man who will get the business, whereas the man who waits until the season is on and then tries to get the goods in from his source of supply in time for the trade, is liable to have trouble in securing a good many articles.

It is all right, no doubt, for the price to be reduced on any article where it has been too high. It is the rule of the law of supply and demand that prices will eventually reach their proper levels, but we cannot stand still and there is no danger in our estimation of the United States of America going backward.

The wise, experienced merchant watches all of his stock at all times and tries to keep up a supply of those things that are in demand, especially seasonable goods which always have to be ordered in advance, so as to have them on hand in time for the trade.

This rule, of course, applies more to the jobber than to the retailer, but right now if the retailer will show his faith in the future by ordering goods, it will certainly help his jobber to also have more confidence, and that is what is needed more than anything else—confidence—especially where we all know that back of everything the fundamentals are all right.

Yours sincerely,

E. C. ATKINS & CO.,

Indianapolis. N. A. Gladding, V. P. & Gen. Mgr. Sales.

NEW ORLEANS JOBBERS ADVOCATE CONSERVATISM IN SOUTH

Editor HARDWARE WORLD:

We think that conservatism is advisable and that jobbers should guide themselves, not so much by sales of previous years as by the probable demand they are likely to have in the winter and spring of 1921. This will probably be lessened because of fear of the buying public that deflation is not yet complete, that prices will be lower, and that by waiting a reasonable time, their wants can be provided for to better advantage.

Should there be any improvement in cotton, rice and sugar in the South and wheat and corn in the East and West, we feel that fresh buying will develop, and once this begins the markets will become firm and new and liberal buyers come in to make purchases.

We believe in the early spring, the future can be better considered than at the present time and chiefly for this reason we favor conservatism in purchasing.

Yours truly,

STAUFFER, ESHLEMAN & CO., LTD.,

New Orleans. W. R. Stauffer, Pres.

Weber & Aschman of Nickerson, Kansas, have disposed of their implement stock. They will still continue to handle a general line of hardware and harness.

The Casey Implement & Hardware Co. is purchaser of the hardware and implement business of M. B. Lease. A line of motor trucks has been added.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

GOOD REASON TO FEEL OPTIMISTIC

Editor HARDWARE WORLD:

The present conditions vary so much in various sections of the country that it would be impossible to express an opinion that would apply generally. We believe it will be necessary for each merchant to make his plans in accordance with the prospects in his immediate territory.

Prices, of course, have reached the peak; in some lines there have been declines. It is our opinion that there will be a gradual improvement in the volume of business and that by the time spring arrives there will be a healthy volume of business. We would certainly advise merchants to place their orders with firms that can give them service. We also feel that in a great many lines prices have been stabilized enough so that dealers can carry reasonable stocks without fear of any loss.

We all feel that if the price of building material and labor is sufficiently reduced that this country will enter upon an era of building surpassing anything that we have had in the past. A great many states are ready to start elaborate programs of road building as soon as they feel that prices are right, and we hardly think that this work will be delayed very much longer.

We should also keep in mind that the shelves of the world are practically bare and that the United States is not receiving the foreign business that it should on finished products because of the high rates of exchange and the poor credit facilities which exist at this time. Business men, however, are taking steps to correct this condition and it is very probable that there will be a turn for the better on many lines of goods which are in demand for foreign markets.

We cannot help but feel optimistic in regard to the future. We believe that when the books are balanced at the end of 1921 that most business houses will consider it a very satisfactory year.

Yours very truly,

VAUGHAN & BUSHNELL MFG. CO.,

Chicago. Irving S. Kemp, Sales Mgr.

OPTIMISTIC AND BUSINESS AHEAD OF LAST YEAR—DISCOUNT NEWSPAPER TALK

Editor HARDWARE WORLD:

The writer is exceedingly optimistic about the future. Many are not. The newspapers are doing the merchants a great injustice through their unwarranted propaganda advocating slashing of prices, buying public not in mood to buy until prices are down, and all this rot.

To date no one has noticed any reduction in the price of advertising, yet the newspapers are biting the hand that is feeding them.

The writer may be away off, but it is his candid opinion that 1921 will prove to be a very good year. True, there will be declines, that is, inflation will be squeezed out of prices.

Thus far our business has been running away ahead of last year every week, notwithstanding all the cry to the contrary.

THE EDWARDS & CHAMBERLAIN HDWE. CO.

Kalamazoo. J. Chas. Ross, Sec. and Gen. Mgr.

The Blodgett Hardware Store at Burbank, California, has been sold to E. J. Jackson, formerly of Glendale.

H. G. Gunhus, successor to Roy L. Dun, at Ridgeway, Iowa, is carrying a full line of hardware, especially in the household goods department.

STOCK GOODS THAT APPEAL TO WOMEN

Editor HARDWARE WORLD:

We believe that all enterprising merchants will consider carefully the inventory of their stocks as they find them after the holiday trade and they will find that the lines making the greatest appeal to women buyers are the lines which have sold most readily during December, because the women of the household spend the greater part of the family income in most families.

All manufacturers realize that dealers' orders have been most sparingly placed during the past three months, therefore, their stocks must be low. This must result in a large volume of purchases, taken in the aggregate, coming to the manufacturers during February and March. For many reasons, it will pay the dealer to place these opening orders early.

With reference to the kind of merchandise, the writer believes that most merchants will buy staples sparingly because all manufacturers are practically in a position to ship promptly, but the wise dealer will do well to handle as many lines as possible, especially those which will attract buyers to his store, because women want labor-saving appliances and novelties.

Yours very truly,

NORTHWESTERN STEEL & IRON WORKS,

Eau Claire. W. H. Kestin, Sales Mgr.

PROFITS MADE BY HAVING GOODS ON HAND MORE THAN OFFSET POSSIBLE LOSSES

Editor HARDWARE WORLD:

We do not believe that the dealer should change his policy for the first half of 1921 from the policy he has practiced during the past six months. That is, to buy carefully in small quantities and buy often, but he must continue to buy. A dealer refusing to buy items needed because of a condition caused by price is accepting a loss in profits and prestige.

The profits he makes by having the goods which were bought during a given period are usually greater than the loss he must take on account of lower prices on goods bought during the same period. We do not believe the dealer should buy far in advance of his requirements but do believe it safe and good business to place his future orders for seasonable goods at guaranteed prices.

Yours truly,

El Paso. MOMSEN-DUNNEGAN-RYAN CO.

Robert Marty of New Glarus, Wisconsin, has sold his interest in the firm of Tollefson & Marty to Wilbert J. Hefty. The name has been changed to Tollefson & Hefty.

Desmond & Horn have succeeded to the business of Kingston & Desmond at Mukwonago, Wisconsin. The new concern will handle a line of barn equipment, sporting goods, shelf hardware and stoves.

As a purchaser and storekeeper for an engineering company, where we carry about fifty thousand dollars worth of hardware and plumbers' supplies, which we purchase from jobbers and manufacturers, the HARDWARE WORLD is very helpful in my work, aside from being most amusing and entertaining to read.

New York. WILLIAM J. BROWN, Storekeeper.

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CANNOT MAKE PROFIT UNLESS YOU HAVE THE GOODS

HARDWARE SITUATION NOT LIKE TEXTILES

Editor HARDWARE WORLD:

The buying public have been passing through a few months of very limited purchasing, directly opposite to their custom in the last two years, when all were influenced by the feeling that we had better buy more than we really needed at the time to avoid paying more the next time we needed to purchase.

The pendulum had swung very far beyond normal, and is now as far out on the other side; as a result there is accumulating daily a mass of deferred purchases, both retail and wholesale, which may continue for several months, a damming up of the ordinary normal demand for goods, which may last until the imperative needs of spring weather and the compelling force of Dame Nature melt the frozen stream, and then even a moderate amount of stocking up will result in a tremendous demand for ordinary commodities, which will tax to the utmost all of our productive capacities.

The hardware situation seems to be governed by very different conditions as compared with textiles, wearing commodities of all kinds, and the more luxurious items of household use. The ratio of increased price is much less, as shown by the tables extending over the last five years, and so, less decline in price is to be expected than is already evident in food supplies and the items above referred to.

The question of price will be subordinate to that of supply. The merchant who has made his plans to keep his shelves fairly well stocked will have no regrets. Many manufacturers are helping to meet this situation by the statement that no change will occur in their present prices before July 1.

With this assurance both the wholesale and retail distributor will have less difficulty in handling the situation.

Very truly yours,

PENNSYLVANIA LAWN MOWER WORKS,

Philadelphia. J. S. Bonbright, Sales Mgr.

JOBBER SAYS ORDERS SHOULD BE PLACED WITH GUARANTEED PRICE

Editor HARDWARE WORLD:

We feel confident that early in the new year the present uneasiness, to a large extent, will disappear, and should one or two conditions be realized, such as railroads coming into the markets for material, both in finished and semi-finished, and should the building start, which has been postponed, there will be a great clamor for merchandise.

Merchants should not allow their stock to run out, and should place future orders, but only with the understanding that prices are guaranteed, which gives both the manufacturer and jobber an opportunity to prepare and avoid being caught with a short stock. We, ourselves, have received very few cancellations for goods sold for spring delivery.

Ottumwa, Iowa. HAW HARDWARE CO.

BUY ONLY SPRING SEASONABLES NOW

Editor HARDWARE WORLD:

It is our opinion that merchants should not place any orders in advance except for spring seasonable goods, which they would necessarily have to purchase now in order to have the material in time for their spring requirements—other than this it is our opinion that their policy should be "Conservative Buying."

Richmond, Ind. JONES HARDWARE CO.

NO PRICE REDUCTION FOR SIX MONTHS OR LONGER

Editor HARDWARE WORLD:

We are advising our customers that there will be absolutely no reduction in our prices for some time to come. We cannot state any length of time, but there certainly will not be any within six months and probably not then.

Our last prices went into effect March 15, 1920, and our costs are higher today than when those prices went into effect. Our business is such that we are compelled to have most of our raw material made to order and consequently have to buy it long in advance of the time we need it. Not only have we a stock of this raw material, but we have orders in that will be shipped at the prices at which the order was taken.

As far as labor is concerned, and over 50 per cent of it enters into the cost of goods, there have been no reductions, and we do not anticipate any great reductions in the near future. We will admit some advantage, and that is more efficiency, but taking everything into consideration, we cannot afford to make any declines.

Now, this same proposition will, in our estimation, refer to practically all manufacturers of tools and small hardware, generally, and we believe most of them are taking the same stand we are.

We have not issued a new price list since March 15, 1920, but are now working on our January 1 price list, in which there will be no reductions whatever; in fact, some minor articles we find we are selling very close, either below or too near cost we will advance, but these changes, however, will be few—but there will be no reductions.

Our ideas for the future are very optimistic. Building, in our estimation, will be resumed on a more extended scale after the first of the year than for some time past. Railroads are buying now and will buy more liberally in the future, and we consider the demand all along the line will be increased to a large extent.

Yours very truly,

THE LUFKIN RULE CO.,

Saginaw. Theodore Huss, V. P. & Treas.

EXPECT NORMAL CONDITIONS

Editor HARDWARE WORLD:

Due to the unsettled conditions and the prospects of prices going lower, and with a general readjustment in process, it is policy to go along, at least for the present, on a hand to mouth basis.

We have every hope that conditions will be back to practically normal during the first three or four months of 1921, but we do not believe that it is policy at present to even consider contracts covering any portion of next year.

Detroit. ROEHM & DAVISON.

The Fisher-Glassford Hardware Co. is erecting a new home on a $40,000 site on Van Ness Ave., Fresno, California.

V. I. Stevens has bought an interest in the firm of Carr, Howard & Cram at Ellensburg, Washington, and will devote his attention to the hardware department.

John H. McLin, for the last twelve years a popular and successful hardware merchant at Astoria, Oregon, and proprietor of the McLin Hardware Co., passed away last month.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

"19-2-1 SALES MUST BE CREATED BY SALESMANSHIP

Editor HARDWARE WORLD:

1921, in our opinion, means "Nineteen to One" chances in favor of a sale not being created by either retailer, jobber or manufacturer unless he uses salesmanship.

For the past four years everyone has been busy taking orders and not selling goods, so the art of salesmanship has gradually become extinct and must be brought back next year to a high standard, especially by the retailer and in this connection the following suggestions are offered:

We say by the retailer, because he is a man who is in personal touch with the consumer of merchandise, and while on that subject this little incident will impress that point upon your mind.

Merchants Overlook Sales Possibilities

A few days ago the writer was in a retail hardware store while the proprietor spent over twenty minutes selling a woman a common handpower wringer. He made the sale, but he never mentioned washing machine to that woman in whom he had the livest kind of a prospect put before him.

Every customer that comes to a retailer for any articles whatever, should have their attention invited to articles with relative sales possibilities, an example of which is: **Sales Display Suggestions**

In the neighborhood of a washing machine, ironing boards, electric flatirons, clothes pins, clothes lines, wash tubs, boilers, etc., should be displayed where the customer can see them and have his or her mind refreshed or the salesman can instantly call their attention to those articles.

Another combination in which the display should be adjacent to each other is brooms, sweepers, mops, oil mops, duster, mop wringer buckets and furniture polish.

Other Worth While Suggestions

A customer calling for an oil stove, should have his attention invited to fireless cookers, as they are right at that minute in a frame of mind to purchase cooking devices that will eliminate excessive heat in the room.

A display of coal stoves should always be surrounded with coal buckets, stove boards and like accessories.

During the fruit season, a display of glass fruit jars should always be accompanied with grape seeders, jelly presses and cherry pitters, as well as preserving kettles.

When churns are displayed, around the churns should be a stand containing milk strainers, butter workers, butter ladles, milk pans and pails, cream separators and other dairy utensils.

Those are the principles of modern merchandising as applied to the leading sales, and the modern merchandising store should have its stock arranged that no matter where a customer steps to buy an article they will see right beside that article something that can be used in conjunction with it and if they do not see it the salesman should see it and at once use salesmanship by calling his customer's attention to that article.

If those principles were followed out throughout the United States during the year 1921, it would be the means of selling nearly double the goods in every retail store than would be sold by permitting the customer to purchase what they want and trust to luck in having them come back to you in the course of the next few days or weeks for another item which they could use in connection with that purchase.

If the retailer follows out these ideas, we do not believe he should have any hesitancy in ordering as liberally after the first of January as he has previously, that is, if he has confidence in himself to "Come Back" into the selling game that he was in four years ago.

Yours very truly,

WASHKOSH MANUFACTURING CO.,

Oshkosh, Wis. J. E. Bolduc.

PLACE ORDERS NOW IF EXPECT TO DO BUSINESS

Editor HARDWARE WORLD:

We are thoroughly convinced that the dealers who expect to do business during the coming season should place their orders now and through the winter for their reasonable spring requirements, just as it has been their custom to do in former years.

The bottom has dropped out of prices in speculative lines, that is, in the case of commodities whose prices have been fixed on "what the traffic will bear" theory.

Manufacturers of oil stoves, gas stoves, coal stoves and many hardware lines have all through the period of advance in prices kept their feet on the ground and have not varied materially from the pre-war ratio between cost and selling price.

Many manufacturers in these lines as evidence of their confidence in the reasonableness of the present prices are guaranteeing their prices against their own decline well into the season of 1921. When doing business with such houses the dealer should be not only willing but glad to place his orders for his reasonable requirements, as he makes sure that he will have the goods to sell when the selling season arrives, and in sures himself against loss in case prices go down.

Yours very truly,

GEORGE M. CLARK & CO. DIV.,

Chicago. By A. F. Millikan.

DOES BEAT H—— HOW BUSINESS KEEPS UP

Editor HARDWARE WORLD:

If one believed everything one read in the daily papers there would be no convincing him that this country, as far as business was concerned, was not well on the way to the bow-wows. Strange as it may seem, it does beat h—— how business keeps up. True, we are going through the readjustment period and merchandise is bound to be lower. Merchants are buying what they need when they need it and futures are being bought conservatively. This is as it should be.

Buyers Are Protected

The hardware trade is an old business. The lines of merchandise handled by the jobber are made by manufacturers of standing and their policy has not been one of attempting to load the jobber and the retailer and then to cut the ground underneath them. Their prices for spring delivery are guaranteed. If there is any readjustment the dealer will be protected.

This is surely no time to plunge, though we believe there will be a reaction higher on some lines that have gone below production costs after the first of the year.

As the public is still buying what they need when they need it, it behooves the retail merchant to keep his stock well assorted, by buying often, in this manner he can meet the declines as they come and not suffer a serious loss on stock on hand.

THE SMITH BROS. HDWE. CO.,

Columbus. J. A. Drury, Genl. Mgr.

The Nagel Hardware Co., of Cuero, Texas, have increased their capital stock from $30,000 to $60,000.

Lunblad Bros., at Georgetown, Texas, are the new owners of the stock of George McDaniel.

Cave & Cave is a new firm at Crandall, Texas. Their stock includes builders' hardware, crockery and glassware, cutlery and stoves.

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YOU CANNOT DO BUSINESS WITHOUT STOCK ON HAND

BUYERS SHOULD COOPERATE WITH MANUFACTURERS

Editor HARDWARE WORLD:

As it seems to us, from a manufacturer's point of view, unless the retail trade commences to order for reasonable requirements in the early part of 1921, manufacturers will have nothing to guide them in the matter of production, and in the absence of such orders manufacturers will have to continue to restrict production, all of which tends to increase the cost of manufacture.

A gradual process of returning to normal conditions is greatly to be desired, and the cooperative spirit should manifest itself all along the line. This will be better for all concerned, manufacturers, merchants and consumers.

We believe that it is up to the manufacturer now to make any reductions in their prices for the coming year that are justified by the cost of production. This should start the ball rolling in the right direction. Then if they can get the cooperation of the merchants throughout the country to anticipate their wants, even on a reasonably conservative basis, this will help tremendously to restore confidence, and to keep men and women employed with both manufacturers and merchants, all of which will tend to keep money in circulation, helping the merchants, manufacturers and consumers through the natural and inevitable result that must come from a restoration of business.

Any prolonged stagnation in production will necessarily keep business at a low ebb and in the end will increase the cost of production again, thus preventing that early and highly desirable thing—the reduction of the cost of living. The old commercial policy of "everyone for himself and the devil take the hind most" is a thing of the past. From now on there must be more of the cooperative spirit all along the line.

We are disposed to take an optimistic view of the outlook for 1921.

Yours very truly,
BISSELL CARPET SWEEPER CO.,
Grand Rapids. R. E. Shanahan, Sec. & Gen. Mgr.

BUY ACTUAL NEEDS AS NEEDED

Editor HARDWARE WORLD:

We think the best way for a retailer to handle his business is to buy his goods conservatively—to buy what he needs, to buy in small quantities and buy often.

A Buyers' Strike is on now. A Buyers' Strike in our territory, which is a strictly farming territory, is very serious. The farmer's prices are low. He is hit harder than anyone else. For this reason we believe he will buy just what he needs.

This in turn will make the retailer's business a little slow. The retailer should buy what he needs, and not cut out any items, but buy his actual needs as he needs them. Buy close to home, and try not to miss any sales.

Evansville, Ind. BOETTICHER & KELLOGG CO.

LET THE JOBBER CARRY HIS STOCK

Editor HARDWARE WORLD:

We believe the proper policy for the merchants to do is to buy from hand to mouth; buy in small quantities; buy often and let the jobber carry his stock.

While we do not anticipate there is going to be any material declines in hardware, still there is no occasion for the dealer to take any chances.

Yours truly,
GEO. A. LOWE COMPANY.

BROAD GUARANTEE POLICY

Editor HARDWARE WORLD:

It is our honest opinion that hardware jobbers and dealers should begin immediately after the first of January to place advance specifications for future delivery, in order that the manufacturers may be able to continue the operation of their plants at as nearly full capacity as possible. Otherwise the factories are forced to shut down, men are thrown out of employment—and buying by the consumer is greatly decreased.

Our policy will be to guarantee against decline during the next six months at least—our price for a period of 60 days. This guarantee to affect not only orders on file, but also goods in the jobber's stock. This proposition enables the jobber to carry 60 days' stock without incurring any chances of loss, and at the same time it will help keep factories in operation.

We believe about February 1 business will begin to pick up to a very large extent, but it will not pick up at that time, however, unless the retail merchant will take his proportional share—which reduction in price of goods necessitates.

He cannot expect the manufacturer and jobber to bear this entire loss, and to date very few retailers have reduced their prices, hoping that the holiday trade will take most of the stock on hand.

Summing the whole thing up: We believe that lack of buying will result in lack of sales—due to un-employment, and it comes around the circle again, making a still greater cut in the size of orders.

Yours very truly,
BURGESS-NORTON MFG. CO.,
Geneva. C. M. Burgess, Sales Mgr.

CARE—CAUTION—CONSERVATISM, BUT OPTIMISM, SHOULD PREVAIL

Editor HARDWARE WORLD:

The only policy anybody could sensibly and profitably pursue in placing orders or endeavoring to foretell the future would be that of extra care, caution and conservatism with the full belief, however, that in this great and grand country of ours, optimism should prevail.

A. BALDWIN & CO., LTD.,
New Orleans. W. M. Pitkin, Genl. Mgr.

BELIEVE NORMAL WILL RETURN IN SPRING

Editor HARDWARE WORLD:

We believe in confining purchases to present needs only. All indications are that the wise merchant will be conservative in his buying for the next six months at least. We believe in the late spring that the public will have resumed the usual buying and business will have returned to almost normal.

Bay City, Mich. BAY CITY HDWE. CO.

"HARDWARE WORLD" MAKES MERCHANT MORE MONEY THAN ANY PAPER HE EVER READ

Enclosed find check to cover our subscription for three years. I want to state that I have received a great deal of good from your paper in the past year, and I think I am safe in saying that it has made me more money in the last twelve months than any other paper I have ever read.

Nebraska W. C. KLEIN.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

NO PROFITEERING PRICES IN HARDWARE

Editor HARDWARE WORLD:

Modern American business dates from the period immediately following the Civil War. In those strenuous times were founded the industries which have made America commercially great.

Another great war has passed. An awakened America is again entering a new day in world commerce.

What policy must the retail merchant adopt that he may advisedly enter the activities of this new day and participate in its profits? To be specific, how shall he place his orders, especially during the first half of 1921?

Buy only well-known lines of assured quality from old-established houses. Buy carefully, but in ample time for delivery. Delays will be frequent. Ask these houses to inform you speedily and pointedly just what the market has in store on their particular commodity. It will be a point of business honor with them to advise you correctly. They are closer to sources of information affecting their lines than anyone else—frequently by many months.

Pay no attention to market rumors. Get accurate, reliable information or none at all. A panic will not smash prices. Not all lines will drop in price. In many lines—notably hardware—there has not been profiteering, and so far many of the manufacturers of these lines have found it impossible to cut costs and cannot do so for many months to come.

Next to finance, the metal products industries comprise the world's largest business. Its leaders are men of sound judgment and far-seeing vision. Their utterances are those based upon a keen knowledge of fundamental conditions. Let it be our policy to carefully heed them.

Yours very truly,
STURGES & BURN MFG. CO.,
Chicago. E. J. Grundy.

BUY WHAT YOU NEED

Editor HARDWARE WORLD:

We have been following a conservative policy for some time, looking forward to lower prices and better deliveries. Now we are glad we followed this policy, as we find that goods are getting cheaper and more plentiful. We will continue this policy through the spring.

We will arrange to keep a good jobbing stock on hand and buy such goods as we need, and place very few future orders, and then only when they are for seasonable goods, and we would suggest to the retail dealer to live close to the shore, carry small stocks, buy what he really needs from month to month from their nearest jobber, which will enable them to make deliveries to their customers, also assist them in paying their bills from month to month, as their bills will be smaller but more frequent, and they have no excess stock to carry.

We believe if they will follow this policy it will work out all right. As soon as the retail dealers find out that the jobbers are supposed to carry their stock for them, and buy their goods in limited quantities from their nearest jobber, they will find they will also be able to discount their bills, providing they will watch their business closely.

Birmingham. WIMBERLY & THOMAS HDWE. CO.

Groth Bros. Hardware Co. succeed Henry G. Groth, of Cedarburg, Wisconsin. They will specialize on automobile accessories, shelf hardware, sporting goods and washing machines.

BY ALL MEANS HAVE THE GOODS

Editor HARDWARE WORLD:

For first ten months of 1920, makers of all classes of goods were probably called upon or could have sold from 25 to 100 per cent more than they actually could ship. Late in October orders for hardware goods dropped off and shortly almost disappeared. A direct turnabout from previous conditions. The excess called for, not delivered, nor dead or withdrawn, will run, I estimate, to 25 per cent of the generally large business of first ten months of 1920 and this potential business probably will come to market soon after the turn of the year.

Much of this demand died with declining prices through losses in every direction; balance left and to come I estimate as above. It therefore behooves all distributors to keep in stock just such goods as they have found sell this year, luxuries as well as necessities and by all means have the goods. The buying habit is on and certainly sellers should assist its fruition.

Everyone should exert himself right now toward increased sales, not allow the nervous fear of something that may happen and which generally never does to set back his figures of profits for 1921 to less than 1920. They should be and probably will be much greater, but the necessity for doing business without borrowing from banks will still continue, for no change in the onerous federal tax demands is likely for several months, and I predict a deficit in collections next year covering 1920 that will continue the government taking possession of, through the banks, a very large proportion of available dollars that should go to commerce. By all means let everyone conserve his cash and direct his energies toward a larger volume through frequent turnovers.

Yours truly,
UNITED ROYALTIES CORPORATION,
New York. L. Bordwell, Pres.

SITUATION CONTROLLED BY COTTON

Editor HARDWARE WORLD:

We can only give our opinion on our immediate territory, which you no doubt understand is controlled almost entirely by cotton. There exists in this territory at this time a depression that is causing some alarm among the merchants, and for which we believe they have some reason to be alarmed. The cost of producing the cotton crop which is now on our hands have been very great, and in many instances a farmer cannot sell his cotton, especially if it happens to be a low grade, for enough money to pay the cost of making and gathering.

This, therefore, puts them and the merchants who have furnished them, in somewhat of a precarious position. They are unable to pay their debts and the merchants are unable to say to them positively that they will be able to furnish them another year. This, of course, is a serious situation confronting our merchants, and, therefore, we draw the opinion that strict economy in buying and selling would be the best course to pursue during the year 1921.

No Reason to Be Alarmed

People in Texas are not alarmed specially, and we have no misgivings about the ultimate outcome of the situation, but as a matter of precaution we feel retrenchment in many lines is the best policy for the present.

Waco. McLENDON HDWE. CO.

E. M. Hawley of Santa Ana, California, reports that while he bought heavily last year he sold twice as much as ever before, particularly in the fishing tackle line.

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MERCHANDISE THAT ADVANCED QUICKEST WILL FALL FIRST

NO INDICATION OF PRICE REDUCTION

Editor HARDWARE WORLD:

As far as our own product is concerned, we have held our prices with but very slight advances since 1915, and, as the largest items in our cost are labor, transportation and coal, we cannot discover any indications at the present time of these large cost items being reduced for a long time to come.

We believe that a careful merchant should first see that he at all times has a stock of such goods as he has a demand for, and in the second place should maintain this stock in as small quantities of individual numbers as he possibly can without at any time being out of any single item.

All of the information which we have causes us to believe that there will be no great falling off in the consumer demand in 1921, so far as staple goods are concerned, and that merchant who has a stock at all times, who can promptly serve his trade, is the one who is going to come through next year with the most satisfactory profit.

Yours very truly,

CORNING GLASS WORKS,
Pyrex Sales Division,
W. T. Hedges, Mgr.

Corning.

MAIL ORDER HOUSES DO BUSINESS WHERE MERCHANTS NEGLECT TO CARRY AMPLE STOCKS

Editor HARDWARE WORLD:

We do not consider it a time to over-buy and speculate, but see no reason why hardware merchants of this section should decline to carry in stock a reasonable quantity of all the goods required by their trade.

Unless the dealers pursue this policy, we fear that the large mail order concerns will obtain a foothold from which it will be hard to remove them.

Yours truly,

Nacogdoches, Tex. CASON, MONK & CO.

MISSISSIPPI JOBBERS SAY BUY CONSERVATIVELY

Editor HARDWARE WORLD:

We think merchants should buy as conservatively as possible.

This does not seem to us to be a time to speculate on future markets, and it will be our policy to buy only such goods as we have to have for present needs. Deliveries are very much better now, and it is not necessary to buy heavily. We mean to place small orders and repeat as often as necessary.

We are optimistic as to a change for the better in the near future and look for a change around the first of the year.

Yours very truly,

Vicksburg. O'NEILL-McNAMARA HDWE. CO.

VALUE THE "HARDWARE WORLD" MORE THAN ALL THE REST OF THE TRADE JOURNALS TOGETHER.

In enclosing check for the renewal of our two subscriptions, we want to tell you that we value the "Hardware World" more than all the rest of the trade journals together, and wouldn't think of missing a number.

GLENWOOD MERCANTILE CO.

CAREFUL ANALYSIS OF A NORTHWEST JOBBER

Editor HARDWARE WORLD:

Contrary to what a great many people seem to think we believe the present situation will develop into a very satisfactory condition by March 1.

We certainly believe the factories have not caught up with orders; that jobbers' shelves are even yet bare of a great many commodities; that there is nothing like an average stock of hardware on hand, either wholesale or retail, and especially as applying to heavy goods, and that it will require several months of normal selling and normal buying to level up hardware stocks generally.

We must take into consideration on the Pacific Coast also, concerning heavy lines of merchandise, that the government and the shipyards which have ceased operation have released for sale $75,000,000 worth of merchandise which is being rapidly absorbed, and it will not be more than four or five months before all of the staple merchandise out of this tremendous collective stock will not alone have been absorbed into the jobbers' stocks, but will have been sold—and what the jobbers at one time thought was a great menace confronting them will have been eliminated. This, however, has all been done so quietly and easily that the public at large do not suspect the real condition of affairs.

We find that several commodities are already oversold for the coming season, and that manufacturers are refusing further orders upon those commodities. We must also expect that the buying public will require a reasonable amount of the commodities which they ordinarily purchase during the spring season.

This increased spring demand coming after an early autumn cessation of buying will bring an influx of small sort-up orders, which will tax the jobbers' capacity.

The fact that the largest factor in the steel business is maintaining its schedule consistently as of May 1, 1919, and that the independent steel mills are able to continue operation upon fifty cents per hundred pounds premium basis, is conclusive proof that there is an insistent demand for staple heavy merchandise at a price above the market.

As soon as it becomes apparent that prices cannot be expected to drop with a dull, sickening thud, thousands of merchants throughout the country will feel disposed to place orders sufficient to care for their daily demands.

There is certainly nothing the matter with the country except extravagance, and the thousands of automobiles which are left in second-hand emporiums for sale is conclusive evidence that those who are unable to afford them are rapidly ceasing the joy-riding habit and are going to work at anything they can find to do.

Now is the time for the farseeing merchant who has constructive ideas, to entrench himself with his trade and surround himself with the best class of help—weeding out the sleepers. But finally and most important of all is the collecting of bad accounts which have accumulated during the past three or four years—making every effort to collect them possible, charging those which are uncollectible off to profit and loss, and squaring himself for new business, having as assets only those customers who are reliable and responsible. Now is the time to clean house from every angle, and we feel quite sure there are thousands of responsible retail merchants throughout the country who are giving thought to these vital problems just at this time.

WHITON HARDWARE COMPANY,
J. F. Welborn, President.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

EXPECT TREMENDOUS BUSINESS AFTER JANUARY

Editor HARDWARE WORLD:

It is a well known fact that jobbers and dealers have absolutely refused in most cases to purchase anything no matter what price is offered, and in most cases have jeopardized their own business by their attitude. As the steel mills have reduced their price of sheets to what is considered rock bottom, we feel satisfied that after inventory is taken at the first of the year, there will be heavy buying and if the jobbers in general do not specify their wants sufficiently far enough in advance, we will have a repetition of conditions that existed shortly after the armistice was signed. Everyone will want goods and all want them at the same time. Railroads will not be able to handle all the freight and it will have a tendency to raise prices, and if the buyers do not anticipate their wants they will be the instigators of higher prices and will be overtaxing the transportation companies.

The jobbers and department stores have been buying from hand to mouth for some time. We can tell from the many telegrams which we receive for small shipments. We are looking for a tremendous draw on the manufacturers of metalware shortly after the first of the year.

Very truly yours,
ROCHESTER CAN COMPANY,
Rochester. James A. Buyers, Sales Mgr.

BACKS UP JUDGMENT BY GUARANTEEING PRICES

Editor HARDWARE WORLD:

As far as our lines are concerned, we are advising all our customers to place their orders for spring delivery very early in the year before the rush of spring business comes.

This we recommend for two reasons in particular. First, we are confident that there is not going to be any great reduction in prices on lines handled by us. We are so confident of this that we are guaranteeing prices against our own decline up to June 1, on one line in particular which we handle.

Second, the factories are in a better position to take care of orders placed in the near future than they will be later on when everyone wants goods shipped at once on receipt of order.

We are prepared to take care of increased business and believe we are going to have it. Prompt service will be a factor in 1921.

Yours very truly,
Chicago. GEORGE H. WILKINS CO.

DON'T DISSIPATE TRADE YOU HAVE WORKED TO BUILD UP

Editor HARDWARE WORLD:

There is no doubt in our minds but that the market will steadily but slowly decline on most of the items handled by our trade. Nevertheless, it is foolish for merchants to be entirely out of goods when they have calls for them, as they would soon dissipate the trade that they have worked hard to build up.

THE HEYMAN-WEIL CO.,
Sol Heyman, President.

M. S. Barker & Co. of Crandon, Wisconsin, have disposed of their hardware business to the Triple Hardware Co.

NEWSPAPER PROPAGANDA ACCENTUATES BUYERS' STRIKE

Editor HARDWARE WORLD:

Due to liberal newspaper propaganda, the consumer as well as the retail buyer has been on a strike for the last sixty days, with the result that many factories have no orders and with little prospect of getting any, and have been obliged to restrict their production and in many cases, have to close down.

The retail merchant has suddenly discovered that he has made a big mistake in refusing to buy goods, causing the factories to close down and throw the workmen out of work, and in this way has stopped buying completely.

Our impression is that a great many orders in this commodity have not been placed, not more than 50 per cent of the orders placed during the season. Hence, we are expecting a revival of business after the first of the year.

Yours very truly,
GURNEY REFRIGERATOR CO.,
Fond du Lac. E. G. Vail, Pres.

BUY TO COVER NORMAL DEMANDS

Editor HARDWARE WORLD:

We feel that this is no time for speculation and that the retail merchant should cover his spring requirements with orders covering his normal demand only. We are firmly of the opinion that there will be no radical decline in the greater bulk of hardware items. The hardware merchant should confine his business to his local jobber.

The man who consistently keeps an assortment of salable and seasonable merchandise on hand will be the man who will go through the season of 1921 with some profit on the right side of the ledger at the end of the year.

EMPKIE-SHUGART-HILL COMPANY.
Council Bluffs. Fred D. Empkie.

CONSUMERS WILL BUY HEAVIER AS SOON AS COTTON AND WHEAT MARKETS OPEN UP

Editor HARDWARE WORLD:

Both consumers and merchants must commence buying before we can hope for better conditions. However, owing to the condition of merchants in our territory, there is only one method for them to pursue. Push collections and sales for cash as much as possible, prorata this among their creditors, and only buy what goods they are having demands for, and these in small amounts.

However, as soon as the cotton and wheat markets open up, their stock will first deteriorate, for, owing to to the fact that the consumer has not purchased this fall, it will compel him to buy heavier as soon as it is possible for him to do so. The merchant can then increase his buying accordingly.

RUSSELL HARDWARE COMPANY,
McAlester, Okla. F. C. Russell, Pres.

I want to tell you that the "Hardware World" is, in my opinion, the finest magazine printed. It is surely the hardware dealer's friend, and one of the biggest assets the traveling man has. It is always to be found in my grip from month to month. J. E. GRANT.

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MOST MANUFACTURERS PROTECT AGAINST PRICE DECLINE

BUY FOR FIRST HALF OF YEAR

Editor HARDWARE WORLD:

Merchants should buy carefully and wisely, but by all means buy their requirements for the first half of 1921.

We believe the present situation is largely psychological and the nervousness evinced by the trade generally is not warranted by the basic facts. We believe that especially after the first quarter of 1921, there will be a strong demand for goods of all kinds.

Stocks generally are low and much needed building and other improvement programs should get well under way before the first half of 1921 shall have passed.

Yours very truly,
RICHARDS-WILCOX MFG. CO.,
Milton D. Jones, Sec-Treas.

Aurora.

OUT OF GOODS DRIVES CUSTOMERS AWAY

Editor HARDWARE WORLD:

A conservative buying policy should be inaugurated by every retail merchant for the year 1921. Some merchants go to extremes and allow their stocks to become entirely depleted before ordering. Regardless of any shrinkages which may occur, it is not good policy for the merchant to be out of stock, for he not only reduces his volume of sales by his inability to care for his customers, but he takes a chance that his customers will form a habit of trading with some other merchant.

One of the greatest evils that has existed for the past few years has been that dealers have vied with one another to see how many different varieties of an item they could stock. Such a policy is very costly, for it increases interest and insurance charges, taxes, and fills up the store room uselessly and is of no real benefit to anyone.

That merchant who selects quality goods, backed with the guarantee of the manufacturer and the jobber who distributes them, and carries only a limited line, but keeps up his stock, is the one who will win in times like these.

Coupled with a conservative buying policy should be an ultra-conservative credit policy. Merchants should not undertake to be the bankers for their customers, for in doing so they are weakening their own position. Customers with overdue accounts should be made to pay up or to give ample security before they are given further credit.

Yours truly,
THE SALT LAKE HDWE. CO.,
H. A. Schweikhart, V. P.-Gen. Mgr.

The Auto Signal Supply Co. has been established at Spokane, Washington, where an auto signal and a three-wheel push cart are to be manufactured. Child, Day & Churchill are jobbers for the products.

The Jones-McCord Hardware Co. of Baker, Oregon, will erect a new warehouse on property just purchased

AN EDUCATION FOR THE SALESMAN.

The "Hardware World" is read with much interest by everyone in our hardware department.

Many of the articles therein are an education to the salesman that would otherwise be hard to procure.

KALISPELL MERCANTILE CO.

PRACTICE WHAT THEY PREACH

Editor HARDWARE WORLD:

We believe that the outcome of the present unsettled conditions depends largely upon the public mind. If the public as a whole will view the future from an optimistic standpoint and go ahead and place orders covering their requirements for the next few months, confidence will rapidly be restored. We believe that all lines of industry, including manufacturers, wholesalers and retailers, should pursue this policy and by so doing reduce the army of unemployed. We ourselves are pursuing this policy and trust that more will do likewise.

Very truly yours,
ROYAL SELF HEATING IRON CO.,
R. R. Sterling.

Big Prairie.

A SAFE AND SANE POLICY

Editor HARDWARE WORLD:

We take it that the ordinary merchant expects to be in business not only today but tomorrow, next month, next year and for some time to come; and, in our judgment, there is only one safe and sane policy for the merchant to follow at a time like this.

It is not a time for speculative buying, neither is it a time for a merchant to become panicky and hesitate about buying goods that he knows he needs to replenish his stock and keep himself in shape to take care of the normal requirements of his customers.

In a wholesale way, it is not our intention to let our stocks become broken; but to anticipate our requirements so as to avoid such a condition. We realize that in doing this that we are going to take a loss on some purchases; but the profits that we will make by having goods for sale will far more than offset it. We are urging our customers among the merchants to follow this same policy, as we believe that it is the sane and safe one and that before many months roll by we will find a firm market and, in many lines, a scarcity of goods.

Yours very truly,
MARSHALL-WELLS CO.,
Jay Smith.

ADVOCATE CONSERVATIVE POLICY

Editor HARDWARE WORLD:

Our trade depends largely on what the farmers have left after they have sold their crops and paid their obligations.

With corn dropped from $2.00 to 60c a bushel and wheat dropped from $3.10 to $1.55 a bushel in less than four months. With the price of hogs dropped from 18c to 10c inside of two months, it does not look much like the farmers are going to have much money to buy anything with. Some of them are already asking us to renew notes they have given us for tractors, tools, etc.

Too much money was spent for automobiles and other luxuries during the war prices for labor. Of course, all dealers have made good money the past few years, if they were in position to get goods they needed, but care should be used so as not to lose more in the coming year than they have made in the past four years.

GUENTHER HDWE. CO.

Owensboro.

Manager Schee of the Lakin Hardware Co., Prineville, Oregon, made everlasting friends of the cowboys in his community at a recent county fair when he donated a fine rope lariat to every rider in the bucking contest.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

PROTECTING CUSTOMERS AGAINST DECLINE

Editor HARDWARE WORLD:

We are encouraging our customers to place their specifications with us at their earliest convenience and we will protect them against any decline in price should such decline go into effect before their goods are shipped.

We feel that the crisis has been reached as far as fluctuation in valuations is concerned and that from now on there will be a great tendency to settle down to normal conditions, depending somewhat on the location of the merchant in connection with large industries whose employes have been laid off and who intend to create a somewhat more or less excitable condition, which, I dare say, will be only locally.

The trend of the larger industries will be to start up immediately after the first of the year on a more nearly normal basis than has been established in the past five years, and that there will be no difficulty for employes obtaining work nor employers to obtain the desired help. I feel that conditions will be very much settled by February 1, and the idea which now lingers in the minds of most dealers of a "terrible crisis" will have been wiped out entirely, and things will focus on good, sound, substantial business principles again.

West Bend, Wis. WEST BEND ALUMINUM CO.

MUST HAVE STOCK TO TURN OVER

Editor HARDWARE WORLD:

The best minds of the country have been at work trying to devise means for arriving at a satisfactory result, without using too drastic methods. The country is undoubtedly sobering up and coming to its senses slowly, after a long period of crazy extravagance. Continued prosperity is to be expected, but not without work, personal sacrifice, conservatism and confidence.

In order to maintain confidence, there must be a period of cooperation among manufacturers, jobbers and retailers. The jobbers and retailers who are doing a good business along conservative and legitimate lines can rest assured that they will get the usual cooperation of the banks, and the best advice obtainable advocates buying a sufficient quantity of merchandise far enough in advance to supply the demand of the customers.

Production has not entirely caught up with the demand in certain lines handles by hardware jobbers. In my opinion prices will not take a terrific drop and many business men are predicting a swing back the other way.

It is the policy of this concern to buy what is needed, but buy conservatively, feeling that the decline, which we have been expecting, would be less harmful than a shortage of goods. It is up to the jobber and the retailer to reduce their prices in accordance with the prices of the manufacturer, and to offset losses by more rapid turnover. You cannot turn over stocks of goods if you have not got the stock.

Sincerely yours,

ROBINSON BROS. & CO.,

Louisville. R. A. Robinson.

DON'T ALLOW STOCKS TO RUN TOO LOW

Editor HARDWARE WORLD:

We do not believe that either the retailer or jobber should permit their stocks to run too low, and we are trying to keep our stock reasonably complete.

Yours very truly,

JELLICO HARDWARE CO.,

Jellico. F. L. Smith.

NO REDUCTION IN PRICES POSSIBLE UNLESS LABOR IS REDUCED

Editor HARDWARE WORLD:

Until the price of labor is materially reduced, there is no opportunity for the manufacturer to reduce his prices to the jobber and retailer.

Statistics will show that from raw material to finished product, 80 per cent of the cost is represented by labor and 20 per cent raw material. When labor charges are reduced by increased production, then the manufacturers of honestly priced commodities can reduce their prices. No one wants to see a lower scale of wages, everyone looks for more production.

True enough, there have been many instances of inflated prices. There has been profiteering and, true enough, abnormal profits must be eliminated. That is just what is going on now, the abnormal profits are being shaken out. The normal profits are still there. Manufacturers whose goods have been priced on actual cost to produce, plus normal profits, have no inflated figures with which to appeal to the buyers by sensational announcements of price reductions. Prudent, studious buyers will not be misguided by erroneous principles.

Manufacturers who have served their customers on a basis that will justify their continued solicitation of business without apologizing for abnormal prices, will no doubt enjoy the continued patronage of these buyers. While the distributors are reducing their stock as much as possible, by the end of this year, this feature will no doubt stimulate buying during the first half of 1921.

Springfield, Ohio. YOST GEARLESS MOTOR CO.

MAKE USE OF JOBBERS

Editor HARDWARE WORLD:

There seems to be no reason, though, for a retail dealer to buy any great quantities of anything, that is, a great deal more than he feels sure he can sell. The distribution of hardware is so thoroughly organized it is entirely possible for a dealer to carry a small stock in good variety and by buying frequently in small quantities from his local jobber he will find he can make just as much or more than he would by buying any larger quantities from distant factories or distributors, even though an apparent lower price was offered. This is because of the terrific freight rates and high interest charges and risks.

It is entirely possible for conditions to be changed in a thirty day period by financing Europe so that they can buy our cotton and grain, which would immediately bring the price of these commodities to a more reasonable figure.

Yours truly,

Little Rock. KIDD-BOSSINGER HDWE. CO.

Cox & March are successors to D. B. Shackleford & Co., at Richmond, Kentucky.

The Edgar Brothers Co. have established a branch store at Imperial, California, to operate in connection with their stores at Calexico, El Centro and Brawley.

The Sedro-Woolley Mfg. Co., at Sedro-Woolley, Washington, will manufacture such specialties as cedar chests, blackboards, children's desks and kiddie kars.

Frohriech & Hanson, at Yankton, South Dakota, are successors to F. Nyberg, carrying a stock of belting, packing and electrical household specialties, farm implements and washing machines.

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NO TIME TO SPECULATE, BUT ANTICIPATE REQUIREMENTS

BUSINESS DEMANDS NECESSARY STOCKS

Editor HARDWARE WORLD:

We are looking hopefully to the opening of the spring trade in hardware.

In our judgment, neither the manufacturers, the jobbers nor the retailers can afford to forget the one fundamental fact that they have an important public duty to perform, and that is to render a service to their customers.

To do this, it is, of course, necessary to carry reasonable and well assorted stocks. The time for speculation in merchandise is definitely past, but we are inclined to believe that there will be a return of stability in the early months of 1921. Business is almost sure to resume a reasonably normal volume, and to meet such a condition, we all should see that we are in normal condition to take care of it.

Yours very truly,

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia. C. W. Asbury, Vice Pres.

KEEP BUSINESS MOVING BY USING JOBBERS' SERVICES

Editor HARDWARE WORLD:

We believe all merchants should endeavor to do everything that would assist in keeping business moving to as nearly normal as possible. This can be done and the merchants still protect themselves by making use of local jobbers for their requirements, thereby being able to keep their purchases to the minimum and still have a complete stock.

It will be unwise for anyone to purchase from any point which will necessitate buying anything beyond their immediate requirements. This service will naturally cost something in the way of price, but the advantage to be gained by the retail merchant will be many fold compared with what the result would be if a different policy were pursued.

Respectfully yours,

SCHWABACHER HARDWARE CO.,

Sol Friedenthal.

ORDERING NORMALLY FOR PRICE AT DATE OF SHIPMENT

Editor HARDWARE WORLD:

We are buying just the same as we have always bought. We feel that the spring is going to open up a regular year. We are placing ourselves in the position that we think is the correct one; that is that any high class factory, such as we usually deal with, is going to give us the benefit of everything they have to offer on spring prices.

We are contracting and the placing ourselves at their mercy entirely, with the proviso that all goods must be billed at prices ruling on the date of shipment. We are specifying shipping dates, and we believe that is the only solution. We believe, on the other hand, that to retard placing orders for spring deliveries would be a serious handicap, and it would take just twice as long in the spring for business to recuperate, as it would under our plan.

J. I. Cunningham has just opened a modern plumbing shop at Hoquiam, Washington.

L. S. Frantz has succeeded to the business of Burley & Frantz, at Park City, Montana.

MORE GARDENS AND HENCE MORE TOOLS NEEDED

Editor HARDWARE WORLD:

Dealers should buy steel goods more freely this spring than at any time in the last three years. There are going to be so many men out of work or on short time that thousands of families ought to make gardens this year to help out their diminished incomes.

Furthermore, many of the men out of work will go back on the farms and new forks will be necessary to equip them, as the farmer's stock of tools has been running low for some time on account of scarcity of hired help.

It is highly improbable that prices can be any lower on steel goods for many months to come.

Yours very truly,

THE AMERICAN FORK & HOE CO.,

Geneva, Ohio. Robert H. Cowdery, Mgr.

SOUTHERN JOBBERS CONSERVATIVE

Editor HARDWARE WORLD:

It does not seem to us the part of wisdom for any merchant—whether he is a jobber or a retailer—to buy except for his immediate needs.

Readjustment of prices has just begun and there is a long way to the end of this readjustment period. Prices should not go down too rapidly, but all of us recognize that prices are too high.

There is no more escape from reduction in prices than there was from inflated prices.

Yours truly,

KING HARDWARE CO.,

Atlanta. Geo. E. King, Pres.

PLACE ORDER ON DEFINITE BASIS

Editor HARDWARE WORLD:

One of the most important things to the jobber is the obtaining from the manufacturer a definite price and time of shipment on the goods accepted by him.

The jobber having to place his order with the manufacturer to be shipped at any old time and in many cases at price ruling at time of shipment, is a thing of the past. The jobber and the retailer cannot sell their goods in that way and, in truth, the jobber cannot afford to buy in that way.

We are mindful of the fact that the conditions we have just gone through have warranted the placing of orders in this way, and has probably been the only way in which the jobber could obtain goods for distribution; but, that time is now past and he should not place his order without something definite.

We are just closing one of the largest years in the history of our existence, in the volume of business, and we are optimistic over the outlook for 1921.

Yours very truly,

E. L. WILSON HDWE. CO.,

Beaumont, Tex. John L. Kieth, Pres. & Gen. Mgr.

Johnson Bros., of Centerville, South Dakota, have taken over the business of C. J. Johnson and would like to have catalogs on hardware and harness.

A. D. Sponholz has commenced business at Ramona, S. Dakota. He plans to handle a complete line of hardware goods, including sporting goods, stoves and ranges.

Cooney & Winterbottom are erecting a plumbing shop and warehouse at Anaheim and Gardena, to cost approximately $6000.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

KEEP STOCK IN HEALTHY CONDITION

Editor HARDWARE WORLD:

We feel that every merchant should make purchases in reasonable quantities as will enable them to keep their business in healthy condition and for immediate requirements, with special allowances for delivery time on goods which have to be made specially to order.

We do not believe that any reckless methods should be attempted and that a conservative, well balance purchase will greatly assist in stabilizing these conditions and still prevent the carrying of an excess stock.

We do not believe that any general rule can be set for all merchants, but that each individual case must be looked upon separately, and in accordance with the standing condition of each particular case.

Respectfully,

BUFFALO WIRE WORKS CO.,

Buffalo. John C. Scheeler, Sec.-Asst. Treas.

ULTRA CONSERVATIVE POLICY WOULD BE UNWISE

Editor HARDWARE WORLD:

We have been advocating a conservative policy for the past year and we believe a continuance of this plan will be the proper course for merchants to pursue for the first half of the year.

We believe 1921 will be a normal year; we would not be surprised if there would be more business in 1921 than there has been in 1920 and we believe that merchants should keep their stocks well assorted so that when they have a demand for merchandise they will be in a position to take care of their customers promptly always remembering that tney are merchants, not speculators. And remembering that if they are out of goods they are liable to suffer much more keenly from the loss of profits on sales than they will be from declines.

If everyone pursues an ultra-conservative policy and refrains from buying goods, I predict that there will be much disappointment and dissatisfaction, and manufacturers are not going to make up a lot of goods that they have no orders for.

A manufacturer's policy is usually to get the orders and then manufacture the goods. So if the jobbers do not buy conservatively, and they will not if merchants show a disposition of ultra-conservatism, then there is bound to be a shortage and all will be to a more or less degree disappointed.

Yours truly,

MARSHALL-WELLS COMPANY,

E. S. Redeker, Mgr.

BUYS ONLY WHEN PRICES ARE GUARANTEED

Editor HARDWARE WORLD:

For merchants such as ourselves, we believe the policy of buying seasonable goods for delivery as near the dates of requirements as possible with prices protected to that time is desirable. We are placing orders only on this basis. Stocks should be kept well assorted, not heavy.

Retail merchants should be far more particular about readjusting hardware prices down even than they were in meeting the conditions when prices were on the increase.

Yours very truly,

WARNER HARDWARE CO.,

Minneapolis. Leon C. Warner, Pres.

The Alger Plumbing Co. is moving into new quarters at Manteca, California, where a building is being especially erected for them.

ONLY ARTIFICIALLY INFLATED PRICES WILL GO DOWN

Editor HARDWARE WORLD:

We believe it will be good business for merchants to place stock orders for their current needs with a few exceptions.

Prices cannot go down very materially except on lines which were boosted out of all reason and artificially inflated during the past three years.

Luckily, we do not come under this class and we look for things to go along smoothly and expect a steady demand for our goods.

Yours very truly,

THE BRAINERD MFG. CO.,

East Rochester. H. L. Brainerd.

PROGRESSIVE MERCHANTS SHOULD KEEP UP STOCK

Editor HARDWARE WORLD:

We wish to state that a good progressive merchant should keep up his stock. If he does not, the business is going to the mail order houses, as we believe that no matter how hard times are there is a certain amount of business to be done. We think that any buyer should purchase in small quantities and buy often, and get just as long a guarantee against declines as possible from the factories.

We look for a continued decline in prices for some time to come, but we do believe that there will be a great deal of improvement in business after the first of the year. However, we feel sure that we will not see business like it has been during 1918 and 1919 for years to come.

Yours truly,

MONROE HARDWARE CO., INC.,

Monroe, La. P. M. Atkins.

BETTER SELL GOODS THAN AWAIT DECLINES

Editor HARDWARE WORLD:

Buy, but not too heavily. Keep a stock, but be conservative in purchasing.

The merchant cannot sell goods not on his shelves or in his possession to a satisfactory degree and margin of profit. There may be reductions of a slight nature gradually in prices, but being out of goods loses a margin of profit. Therefore the merchant suffers a greater loss than he would in a slight decline, and he loses prestige by his customers going elsewhere and perhaps not coming back the next time. The foresighted merchant lays by as a reservoir somewhat of the margins that he has made on the advanced market, and he naturally expects to take at some time or other a slightly reduced margin of profit.

Prices probably never will go down to the low level they were before the war.

LANSING COMPANY,

San Francisco. J. O. Ernsberger, Mgr.

The "Hardware World," in our opinion, is a magazine containing information that is of the greatest value to anyone who is interested in the hardware business. Every page of it should be carefully studied. We go through from cover to cover. MORSE HARDWARE CO.
Washington.

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WELL TO GET THE VIEWPOINT OF OTHER MERCHANTS, JOBBERS AND MANUFACTURERS

PRACTICE THE ALLOCATING PLAN

Editor HARDWARE WORLD:

In our opinion there is only one policy to pursue, both in the interest of the buyer and seller, and that is the policy that we have practiced the past few years, namely, the allocating plan. By this, neither the seller nor the buyer can suffer to any great extent in a financial way, because both are riding on the market either up or down, whichever way the trend takes them, and the buyer is only obligated from a price standpoint for thirty day period.

Very truly yours,

THE BRIER HILL STEEL COMPANY,
Youngstown. Paul H. Hubbard, Gen. Sales Mgr.

CONSERVATIVELY OPTIMISTIC JOBBERS

Editor HARDWARE WORLD:

During the year 1921 we expect a fair volume of business. We also believe that prices are going to soften until gradually they reach a level which we might call a standard price level.

We would not advise retailers to buy except in a conservative way. However, we do not think that stocks of retailers should be allowed to run down, as we all hope to be in business right along and there is no need of carrying one's purchase policy to the extreme, either one way or the other. A good middle of the road course, with the idea of taking some losses, as a natural consequence of declining prices, is in our judgment the only fair way to look at the matter.

General conditions in our territory are good and we look for good crops next year. Our deliveries from factories are getting better and more prompt, and in the final clearing up of the year's business we rather think collections will show to better advantage than they do at the present time. In other words, we are conservatively optimistic regarding business for the coming year.

Yours very truly,

STREVELL-PATERSON HARDWARE CO.,
Salt Lake City. P. C. Gill, Secretary.

BELIEVE IN MAINTAINING COMPLETE STOCK

Editor HARDWARE WORLD:

Our policy for the first half of 1921 will be to maintain complete stocks in all of our departments, reducing prices made possible by manufacturers' reductions and endeavoring to convince our customers that we are all right and that every industry in the country is, or will soon be, paying dividends.

We thank you for this opportunity for expressing our confidence in the future.

Yours very truly,

PRATT-GILBERT CO.,
Chas. Gann.

Henry Knaup now owns the hardware and implement stock of Thomas Cahill at Ladd, Illinois.

HARDWARE WORLD EVERYWHERE.

I cover all the territory west of Denver, and I always find in every hardware store and many other stores the "Hardware World," which has convinced me that it is the popular hardware dealers' magazine of the West.

C. A. BERGH.

EACH SHOULD DO THEIR FULL PART

Editor HARDWARE WORLD:

Necessary liquidation to stabilize business and restore public confidence cannot be accomplished from the sacrifices of any particular group. Industries, manufacturers, jobbers, retailers, farmers and the working public have all enjoyed high prices and in many cases excessive profits. To set the whole thing back near pre-war levels, everyone, with no exception, has got to take his proportionate loss and start next year on a fair, sound basis with prices, etc., thereby establishing confidence of the buying public, and then business is bound to go on.

The longer any group holds out, refusing to take their part of the loss and start on the right foot next year, just so much longer will the present condition exist. By the end of this month, every thinking citizen will see the solution to the problem to do his part and next year's business should be somewhere near normal.

Merchants should buy when offered reasonable prices, but they will find additional sales effort is necessary to move this merchandise instead of having a continual demand of more stock than they were able to buy.

We are counting on a normal year, certainly not only willing but expect to do our part to set conditions right again.

Yours very truly,

THE MALLEABLE STEEL RANGE MFG. CO.,
South Bend. J. J. Woolverton.

EXPECTS A LARGER YEAR IN 1921

Editor HARDWARE WORLD:

My personal opinion is that merchants should not hesitate to place orders for their normal requirements for the first half of 1921, with the understanding that prices be guaranteed by the manufacturer up to date of shipment. I do not, however, consider that this is an opportune time to speculate.

I might state further that I am of the opinion that there will be no large volume of business the first two or three months of the new year, but believe once the buying movement starts in there will be a scarcity of goods in certain lines. I have an idea that business for the year 1921 will be considerably larger than for the average year.

Yours very truly,

JOHN T. ROWNTREE, INC.

NO CHANGE IN PRICES EXPECTED

Editor HARDWARE WORLD:

We see no great change in the material we are using in our product. In fact, we are yet at a loss to get certain materials at any price.

While labor is getting a little bit easier to handle, we feel there will not be much change in our particular class of goods, if anything, for spring delivery. The jobbing trade may be somewhat slow and careful in placing orders, but we feel they will come.

Your truly,

PHENIX MANUFACTURING CO.,
Milwaukee. E. J. Fellman.

The Lewis-Jones Hardware Co. is now located at 820 Scott Ave., Wichita Falls, Texas, where they carry a general line of hardware and household goods.

Crane & Co. will erect a six story factory and warehouse at Los Angeles, California. E. H. Hunt, manager, estimates the cost at $250,000 and the plant will be located on property adjoining the company's present quarters, 321 E. Third Street.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

WILL PROTECT CUSTOMERS WITH GUARANTY

Editor HARDWARE WORLD:

We anticipate a material increase in the demand for tools, starting very soon after the first of the year, as we believe that the average merchant has permitted his stock to run down to such an extent that a resumption of buying in considerable volume will be absolutely necessary in the very near future.

As a result of the conservative attitude assumed by the buyers recently, many manufacturers have materially curtailed their productions and we believe that the buyers will serve their best interests by placing moderate specifications as early as possible, otherwise they will find it difficult to obtain deliveries in time to meet their requirements.

As to the matter of prices, would say that we have always named very moderate figures on our line, and as our costs have not declined to any appreciable extent, we do not expect to be able to make any revision downward in the near future.

On or about the first of the year we expect to announce to our customers a reasonable guaranty against our own decline, so that orders may be placed for our tools with confidence.

Very truly yours,
CONSOLIDATED TOOL WORKS, INC.,
New York. W. A. Shepard, Secretary.

EXPECT NORMAL BUYING AFTER INVENTORY

Editor HARDWARE WORLD:

General reduction in the prices of independent steel companies have come recently. These reductions are on the level with the Steel Corporation's prices, and it is generally conceded that these prices will remain firm.

The jobbers' stocks from reports on this coast, with reference to sheets, nails, etc., have been depleted, and any shipments received from the manufacturers have been sold prior to the arrival of the car.

On shelf hardware, mechanics' tools, and other lines, there has been a general revision of quotations by the producers with an idea of bringing them more in line with the general reduction of steel.

Our views with reference to the policy the retail merchant should pursue in placing their orders for first quarter of 1921 is that at the present they are reducing their stock for inventory purposes, and to take advantage of reductions in market values. We believe that by February 1 the resumption of buying will be back to normal.

Very truly yours,
UNION HARDWARE & METAL CO.

CARRY AMPLE WELL SELECTED STOCKS

Editor HARDWARE WORLD:

We are advising our trade to carry adequate, well selected stocks as free from surplus and speculative items as possible. In this way they will get a maximum of sales and run nearly a minimum of risk.

Any losses in market value will be offset, we think, but the extra profit from fullest sales and in service to their customer. This method, we believe, will actually show more net profit than the common policy of running stocks entirely out.

Yours truly,
BEN WILLIAMSON & CO.,
Ashland, Ky. W. J. Williamson.

The Clementz-Harwell Co. is a new firm at Winters, Texas.

NOTHING TO BE GAINED BY DELAY

Editor HARDWARE WORLD:

In our opinion merchants should buy their requirements now if they want same during the first half of 1921, and our reason for so stating is that the price of tin plate is, today, no lower than what it has been for a year or more past.

With the basic raw material no lower, and with labor cost and overhead no lower either, then it is evident that production costs are right, and there is certainly nothing to be gained through the action of the trade, whether wholesale or retail, to keep off buying.

Yours truly,
BEH & CO.,
New York. W. Beh.

EXPECT GOOD BUYING MOVEMENT

Editor HARDWARE WORLD:

"Keep the brakes on, looking well ahead, as in descending a steep grade with many curves ahead," but don't stop abruptly lest the machine be put out of commission and cause a wreckage of everything pursuing the same course.

Manufacturers as a whole have the interests of their customers at heart and we believe that as time goes on readjustments of prices will be made just as fast as lower living and labor costs will permit.

On an open market, we would say buy sixty days' needs; on protected lines, the usual policies should be pursued. We confidently look for a good buying movement directly after inventories have been completed, and a shortage of merchandise in many lines.

Very truly,
SPRAKE SALES CO., INC.
E. J. Sprake, Pres.

TAKE YOUR MEDICINE—BUY WHAT IS NEEDED

Editor HARDWARE WORLD:

In our opinion the policy of every merchant in this line for the first half of 1921 should be one of "feeling his way"; buy just what is actually needed in order to keep up stock; make use of the large jobber and let him carry the stock; take your medicine of price reductions in merchandise on hand, and get it over with as quickly as possible. By adopting this course, we believe a normal basis will be reached by all of us before the fall business of 1921.

Yours truly,
W. J. PETTEE & CO.,
Oklahoma City. F. S. Lamb, Sec.

W. C. Gray is now proprietor of the former business of Amy & Constant at Seaton, Illinois.

"HARDWARE WORLD" A TEXT BOOK TO HELP MAKE BETTER SALESMEN

Enclosed find our check for subscriptions for our employes for the HARDWARE WORLD.

We assure you we certainly do enjoy this publication. It may interest you to know that we have among our employes a class in business administration, and the HARDWARE WORLD is one of our regular publications for study, in helping to train and develop our sales force with a view to making them better employes, better salesmen, better business men and women.

The HARDWARE WORLD is of distinct help and value to us. ERNST HARDWARE CO.

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JOBBERS WILLING TO HAVE YOU DO BUSINESS ON THEIR CAPITAL

GUARANTEE PRICES ON SPORTING GOODS

Editor HARDWARE WORLD:

From all indications, the sale of sporting goods for 1921 will be as good, if not better than it was this year. We would suggest that orders be placed now, and shipped when the season starts. We are guaranteeing our own prices against our decline, so that the wholesaler can sell goods to the dealer at the lowest possible prices prevailing up to July 1, 1921.

Yours very truly,
THE JOHN J. HILDEBRANDT CO.,
Logansport, Ind. H. H. Hildebrandt.

MERCHANTS WHO HAVE STOCK WILL DO SUCCESSFUL BUSINESS

Editor HARDWARE WORLD:

We believe merchants should be very cautious and conservative in placing orders during this period, not to the extent, however, of being unable to furnish from stock a reasonable quantity of seasonable goods. In our opinion there is going to be a fairly normal demand and the merchant who has the stock from which to make deliery will do a successful business.

While people are not going to continue buying indiscriminately as they have in the past few years, there is no development in this immediate section of the country to cause us to feel any uneasiness, and we are looking forward to a good healthy business in the early spring, especially in building material lines.

Yours very truly,
SUMMERS HARDWARE CO.,
Johnson City, Tenn. J. A. Summers, Pres.

POLICY OF ARIZONA JOBBERS

Editor HARDWARE WORLD:

In our opinion the present narrow and limited volume of business is caused by a dearth of funds in the consuming districts; that the so-called buyers' strike is caused more by lack of funds than by a sentiment against high prices; that the consuming districts have been stripped of their liquid resources by the high cost of material which they were forced to purchase.

In other words, the manufacturers have it all. Until the balance of trade turns again in favor of those districts producing raw material only, business cannot improve, and the merchants' policy should be to buy as little as possible until markets seem to have stabilized and until the customer has something with which to buy.

Very truly yours,
ROY & TITCOMB, INC.,
Nogales. E. Titcomb, Pres.

SERVICE AND CO-OPERATION MAKE THE "HARDWARE WORLD" PRE-EMINENT

Due to the service which you are rendering both through your publication and by correspondence, we feel we owe you an expression of thanks, for through your publication we are able to obtain many new ideas from each issue, and through your correspondence we have found you a ready worker to co-operate with us in any problems we may have.

Kindly accept our very best wishes for a very prosperous year and feel at liberty to call upon us for any information we may be able to give you at any time. Yours very truly,
Oregon BASCHE-SAGE HARDWARE CO.

BUY WHAT YOU NEED

Editor HARDWARE WORLD:

In the hardware trade, particularly, I would advise buying the needs but not to make long term commitments. The decrease in the price of iron and steel industries, when it does take place, I believe will be gradual. We are following this policy in our own purchases.

Very truly yours,
AMERICAN IRONING MACHINE CO.,
Chicago. H. G. Grosse.

MONTANA CONSERVATIVE

Editor HARDWARE WORLD:

The retail dealers are experiencing considerable trouble in getting in their collections. As a result, are buying sparingly, as they have already about as much on their books as they care to have.

There have been reductions in prices on some commodities in the hardware line and there is no doubt in our minds but what there will be further reductions on many lines. We are therefore advising our trade to buy in small quantities in order to turn their stocks more often. By following out our suggestion, the dealer will not get caught with a large stock of merchandise on which the market prices have dropped.

We find the manufacturers are making fairly prompt deliveries and do not anticipate any trouble in getting goods during the coming year.

Yours very truly,
MONTANA HARDWARE CO.,
Butte. E. S. Woodland, Mgr.

EXPECTS FIRMER MARKET AND RESUMED BUYING

Editor HARDWARE WORLD:

Many manufacturers of steel and steel products have lowered prices close to production costs. The reasons are: Their need of orders, the general demand for lower prices, and to stimulate business. Manufacturers who depend on the steel makers for their raw material are revising prices or will do so very soon, and we think the general intent is to figure prices to a point that will stabilize them.

The country has "sworn off" frenzied buying and is marking time and awaiting satisfactory prices. It almost looks like a concerted action and it will tend to bring goods down to a fair valuation without the long process of a gradually declining market.

The merchant will naturally buy according to his anticipated requirements. We believe he should be conservative in buying as long as the present panicky feeling prevails throughout the East, but also think that he should be optimistic and anticipate a good volume of business during the first half of the coming year.

We look for the period of readjustment to be soon terminated, and expect a firmer market and a much better buying movement within the next thirty to sixty days.

Yours very truly,
T. H. SPEDDY & COMPANY,
Howard Speddy.

The Brantley Bros. Hardware Co. has been incorporated with a capital stock of $50,000 at Troy, Alabama.

Vredenburg-Travis are the new owners of the stock of the Minshell Hardware & Furniture Co., at Logan, Iowa. Paints and furnaces have been added.

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WHAT POLICY SHOULD MERCHANTS PURSUE?

GOODS ARE MADE ON BASIS ORDERS PLACED

Editor HARDWARE WORLD:

We think it is imperative that the retail trade of the United States should throw off their attitude assumed within the past three or four months in refraining from placing orders for next season, and that they should at once proceed to figure out their requirements for the spring season of 1921 and place their orders with manufacturers and jobbers at the earliest possible time —not even waiting until after New Year's and making another excuse that they "cannot buy until after they take stock"; since it is absolutely necessary for the welfare of manufacturers and jobbers as well as the people employed in wholesale houses and factories, that next season's business is placed as soon as possible, to give the assurance that goods may be made up in readiness for filling orders and in consequence give employment to the faithful workers who are dependent upon the usual demand for merchandise.

Everybody knows that the retail trade has been holding off buying anything they could possibly get along without, which has had a very deplorable effect upon business of manufacturers and jobbers this fall, while nobody can deny the fact that if the retailer holds off much longer, he is not only going to be the indirect cause of a lot of unfortunate workers either starving to death this winter or going mighty hungry, but he will be the cause of lots of failures among jobbers and manufacturers, while the ultimate outcome of it all will be that when the next spring season opens, the dealer will not be able to get his goods fast enough to supply the demand; furthermore, it is a certain conclusion that he is going to pay higher prices next spring when he wants his merchandise in a hurry and the demand upon jobbers and manufacturers is greater than they can supply.

We have booked up a very fine business for next season and, nothwithstanding the general slump in trade this fall, we have done very well indeed; yet we have learned from all parts of the United States where our salesmen have conferred with jobbers and dealers, that the dealer is the prime cause of the slump in business this fall, through his conservatism in buying as well as his refusal in most instances to buy anything until prices come down.

Very truly yours,
THE ABSORENE MFG. CO.,
St. Louis. H. R. Henderson, Pres.

ACTUAL SHORTAGE LIKELY

Editor HARDWARE WORLD:

We believe there is only one policy that any merchant can safely follow and that is to keep up his stock as nearly complete as possible so as to serve his customers' wants, regardless of a fluctuating market. We realize that the merchants, in a great many instances, have an idea the goods are due for considerable decline, and one man's prophesy is almost as good as another's, but if the activity in building is carried out in 1921 that is actually needed, and furthermore, the promised relief from the banks after the first of the year to the trade generally, we believe that if these two factors are materialized that prices will have a tendency to hold on their present level, or in some instances advance. As far as we are able to discover none of the factories whom we represent are overloaded on supplies and for that reason there is likely to be an actual shortage occur unless they can speed up production.

Yours very truly,
R. M. BURTON SALES AGENCY,
Seattle. R. M. Burton.

MANUFACTURERS WILL NOT MAKE-UP GOODS WITHOUT ORDERS

Editor HARDWARE WORLD:

We are all hopeful that the heavy declines have taken place, the adjustments covering the decline of raw material has been made, and it is uncertain what effect labor is going to cut in the prices of hardware for some time to come.

It is true labor is not producing within 33 1-3 to 40 per cent what it did prior to the war, and there is going to be a weeding-out of those who will not give results for a fair compensated day. While I am against making labor a commodity, I believe it should be properly compensated for services rendered, and further that it should be in keeping with the costs of living and regulated accordingly, giving the frugal, careful artisan a satisfactory wage that through economy will permit him to set aside sufficient to take care of him during his decline and old age.

We all appreciate the need of increased housing facilities. In the city in which I live it is estimated we are needing three to four thousand houses to properly house our present population. Owing to the high prices for labor and building material, it is unprofitable to build under present conditions, as rents will have to be uniformly higher in order to pay the investor a satisfactory income on his investment.

It is true that lumber, brick and building materials have declined. The price of structural steel bars, sheets, plates, etc., have now become established on the basis of the corporation prices. Pig iron, coal and coke are all affected, which is in evidence that the producers or manufacturers have taken the surplus profit out of these products based on the present costs of production, labor considered.

While I do not advocate buying as a means of loading up, I believe the buyers should anticipate their needs under normal conditions, and I am inclined to think that manufacturers will be willing to guarantee prices up to date of shipment. Unless buying is indulged in factories will be compelled to shut down for want of orders. They do not propose to pile up supplies on the present basis of costs if the buyers and consumers propose to wait until actually in need before orders are placed. There is no reason why both the manufacturer and the buyer should not take some risk.

I would say buyers should be instructed to place their orders for shipment not later than February 1, giving them an opportunity to complete their January 1 inventory and get ready to establish business of 1921 upon a firm and sound basis.

Respectfully,
T. A. WILLIAMS.

ON THE WAITING LIST

Editor HARDWARE WORLD:

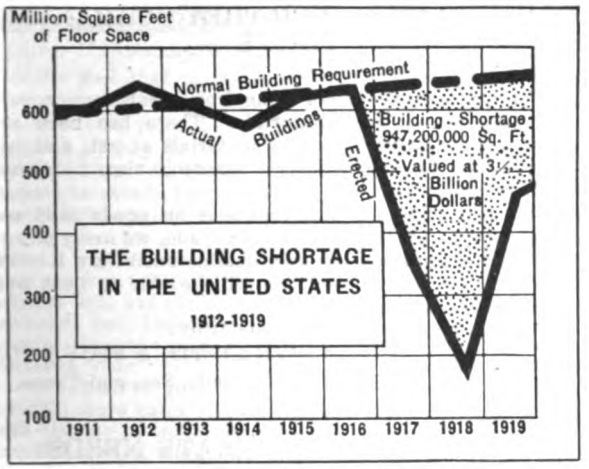
We have decided for ourselves to place no orders for spring shipment and to buy goods as we need them and in orresponding quantities. Manufacturers and jobbers are offering us, say, April, 1921, dating, when much of their offerings this way do not become become marketable until after that date. It looks much like a joke to us. In the meantime we are on the waiting list.

Very truly,
DAVIS HARDWARE CO.,
Williamsport, O. W. B. Davis.

The Fremont Hardware Co., at Fremont, Indiana, have taken over the stock of C. E. Gier.

A. H. Clinton has purchased the business of Morris & Son at Rochester, Indiana.

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VAST BUILDING PROGRAM AHEAD

Editor HARDWARE WORLD:

The present business situation is a rather unattractive picture. First, we have a consumers' strike, leading to a buyers' panic, and resulting in a producers' and manufacturers' shutdown. The conservative man always looks the facts in the face and the facts are certainly as portrayed.

Given these conditions, what are we going to do about it? These are points which we would like to discuss briefly, giving you our own views for what they may be worth. First, it is useless to belie the facts in talking with the trade. Let the facts appear as black as they are. Second, it is equally fruitless to attempt to pry business loose under present conditions, although we certainly want to keep in the closest possible touch with the situation and we don't want to miss any tricks.

The Light on the Horizon

Looking for light on the horizon, it will not take oversharp eyesight to see the following:

First: The more severe the depression, the quicker we shall get back to normal. The more severe the buyer's curtailment, the quicker will the buyer's confidence be restored. We have had practically no buying in the trade since September. If this condition continues until February, March, April, whatever your guess may be, imagine the accumulation which must come even with building operations on a reduced scale.

Second: We enclose a blue print taken from the November edition of Factory, showing the building shortage in the United States from 1921 to 1919, as compiled, not on the basis of dollars and cents, but upon square footage of floor surface.

Our own idea is that we are not going to have any tremendous rush of business in our lines during 1921, but that we are going to have a good, healthy buying in considerable volume toward the end of the first quarter of 1921. Our own idea as to our conduct in meeting the trade today and in the future is to keep away from our customers and not bother them in so far as we can do so, and not to miss any tricks—not to attempt to change the buyer in his present panic-stricken attitude, but to agree that the facts are as black as they are—not to prophesy any tremendous shortage of material in 1921, but in short, to let nature take her course.

Yours very truly,
WM. P. HORN COMPANY.

Deibler & Koepke have purchased a hardware business at Rutland, Iowa.

W. H. Sells has bought the hardware and implement stock of Sells-Hawk at Effingham, Kansas

DANGER IN UNDER-BUYING AS WELL AS OVER-BUYING

Editor HARDWARE WORLD:

How should the cutlery man buy for the coming year? I would suggest that every buyer place his orders for his normal requirements. Do not over-buy, but do not under-buy or you will be out of stock.

The pocket knife situation for 1921 will be much the same as this year. The factories do not look for any decline in prices, for practically the entire cost in the average knife is labor, and skilled labor at that. Skilled labor in the cutlery business takes a long time to produce, and it is hardly possible that cutlery labor will take any reduction, especially as they are scarce, for few take up the business.

It would take a very big reduction in all the materials entering into the manufacture of a pocket knife before there could be even a reduction of five per cent, unless labor takes a reduction.

Here is an extract from one of the largest and best pocket knife manufacturers in the U. S.:

"Some manufacturers seem foolish enough to think that they (pocket knives) will be higher. Personally I cannot agree with them that they will be higher, because it looks to me that the peak has been reached and the next revision will be downward, but I cannot see any reason for them to come down for a year at least."

Take butcher knives, paring knives, etc., and the situation is the same practically, though the labor percentage of cost is a trifle lower, and the percentage of material more than in pocket knives, but in this class of cutlery, the manufacturer of quality goods today is hardly breaking even, especially on the smaller sizes of butchers, slicers, etc., and there will be a revision which will show some advance in the smaller sizes, as a factory cannot produce even one item which shows no profit, otherwise something else must carry that loss.

Every factory today is dropping the inefficient worker, and giving the efficient worker his true valuation, also the factories are cutting every corner to keep down overhead expenses.

This is the situation in all quality cutlery. What the factories producing the cheaper grades of cutlery can do, I am unable to say. If there is any reduction in the better grades of cutlery, it will be very little, so all buyers will be safe in placing their orders for normal requirements as usual.

W. H. WILBURN.

KEEP YOUR STOCK UP

Editor HARDWARE WORLD:

We believe it wise for the hardware merchant to keep his stock up in good shape and anticipate his wants as much as possible for the first half of 1921. By this we do not mean that he should over-stock himself, but keep a good assortment so that he might be able to take care of his customers.

All stocks at the present time are very low, and when spring opens up there is bound to be a shortage on some items.

In this locality business has been rather slow for the past few weeks due to the money situation, but we believe that this will be materially relieved after the first of the year.

Yours truly,
NEWBERRY'S HARDWARE CO.,
Alliance. L. E. Johnson.

READ FROM COVER TO COVER.

I find the "HARDWARE WORLD" the most up-to-date publication of any that I know of.

It is certainly very interesting, and I "read it from cover to cover."

W. E. CONNELL.

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EXPECTS SHORTAGE IN SOME LINES

Editor HARDWARE WORLD:

We cannot see that there is any chance of much of a reduction in the hardware line. Prices seem to have been fixed, and independent mills are meeting these prices in several instances, so we believe that prices which are in effect now, or will be in a very short time, will govern for several months. Furthermore, after business becomes somewhat normal again, we are sure that there is going to be a big shortage of some commodities, and we cannot help but feel that the merchant who wants to be absolutely sure of getting material would be wise in anticipating his requirements for several months in advance.

Yours very truly,
WAGNER MANUFACTRUING CO.,
Cedar Falls. A. E. Lunn.

NO GOOD REASON TO EXPECT REDUCTION

Editor HARDWARE WORLD:

As far as we can learn there is no surplus stock of hardware either with the manufacturer or dealer, and so far there have been no reductions in wire and steel from the main sources of supply in the country, and to get best results good labor has to be paid about the same.

We do not think it wise for dealers to hold off unduly in purchasing, as there is no good reason so far to expect any reduction worth considering in the hardware line, and we find our customers seem to be going over their stocks and ordering items to give them a full assortment. We are,

Yours very truly,
ATLAS MFG. CO.,
New Haven. A. M. Brown.

WESTERN MERCHANTS' LOGIC

Editor HARDWARE WORLD:

We believe the best policy for retailers is to buy from hand to mouth for some time to come. If many of us placed future orders on a guaranteed basis, the manufacturers would book their full output and prices naturally would not come down, whereas if orders do not come, a way will be found to reduce prices.

We deem it desirable that prices should get back to a permanent basis as soon as possible, so that building, furnishing and buying generally may resume its normal trend. Very few of us can reduce expenses in proportion to the shrinkage in volume of sales and many of us are inclined to keep on unnecessary good help in order to have it when again needed. This extra expense over a protracted period will be a larger loss item than the shrinkage in inventory values.

Yours truly,
Walla Walla. THE DAVIS-KASER CO.

LOW STOCK INVITES COMPETITION

Editor HARDWARE WORLD:

We do not think it wise to place large orders, but we heartily recommend that all merchants keep up their stock. Unless a stock of merchandise is kept up it invites competition and a merchant knows that he cannot do business without stock.

The time for speculative buying is past and the merchant must give more thought to the placing of orders.

Yours truly,
M. SELLER & CO.

Mrs. Ida Adams has disposed of her business to The Rewoldt Hardware Co., at Fredericka, Iowa.

CONFIDENCE IS SUCH THEY GUARANTEE PRICES

Editor HARDWARE WORLD:

We are manufacturers using iron, steel, copper, solder, etc., as our raw materials. There has been no great decline in any of these materials as yet, and we do not look for much decline for some time to come, particularly in iron and steel.

We are soliciting 1921 business on goods that we make, and as an assurance to our trade, we are guaranteeing prices against our own decline until July 1. We think with this assurance, we will be able to book our usual future business.

Yours truly,
LOUISVILLE TIN & STOVE CO.,
Louisville. C. V. Edmonds, Sec. and Treas.

BUYING FOR IMMEDIATE NEEDS

Editor HARDWARE WORLD:

Manufacturers and jobbers of farm machinery are not only holding with bulldog tenacity to present high prices but they are advancing prices on about one-third of the line, for the reason they claim the advanced cost of production, on account of both labor and freight advances. This would be perfectly legitimate were it not for the fact that they did not hesitate to reap the benefits of profits on goods produced at low cost continually up to the time of advanced prices of raw material. They knew at that time there would be a readjustment and those advances were for the express purpose of meeting present conditions, and it is our opinion that they should meet them squarely and unfalteringly, without quibbling.

The farm products have decreased in value from 50 to 10 per cent, nothwithstanding the fact the cost of production was greater than the prices at which they are compelled to sell.

Why One and Not the Other?

It is our disposition to be optimistic in our views when reason prevails. We have used every effort available to arrive at a correct solution of existing conditions and from all we are able to gather we cannot see any good reason to change our policy of buying for immediate needs only until such time as equitable adjustments are reached. Our customers declare they will buy nothing but absolute necessities the coming year, consequently we do not feel like filling our house with high priced goods to meet the inevitable sooner or later.

The only advice we can offer is for dealers to be governed by local conditions, avoiding imposition upon their customers.

Thanking you for your courtesy and with our good wishes for your always good and welcome magazine, we remain,

Courteously yours,
THE CURD HARDWARE & IMPLEMENT CO.,
Pueblo. R. D. Curd.

BUY WHAT IS NEEDED

Editor HARDWARE WORLD:

It is our opinion that merchants should pursue a conservative policy. Buy what is needed in small quantities and some goods that are high, beyond reason, should be almost totally ignored. Especially those articles of merchandise which the public can spare for some months, such as paints, leather goods and almost all glass. Farm tools are too high also. We believe in being prepared for customers, but a large variety of goods of one class should not be carried.

Very truly yours,
Washington, C. H. FORD HARDWARE CO.

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DANGER IN DELAYING ORDERS

Editor HARDWARE WORLD:

We feel that in the lines as staple as general hardware lines there will be less violent fluctuation, both in volume and price, as compared with many other mercantile lines. However, we do feel that in sympathy with the general conditions it is only natural to expect prices to recede from their present levels.

Merchants can now realize a greater profit by the rapid turnover of their stocks than by carrying heavier stocks which they have found profitable on an advancing market. We find some keen and live retail merchants who are turning their stocks ten or twelve times a year, and these people are certainly making more profit than the man who turns his stock two or three times a year.

We believe that merchants should scrutinize their credits more carefully, and always endeavor to increase the volume of their cash business.

The period which we have been going through during the last several months has been termed by some as a consumers' strike, and we believe this to be more or less true, but we must always remember that if people are not purchasing, they are continually wearing out what they have, and when spring business opens up there is apt to be a shortage in many seasonable lines.

It has always been our policy to anticipate our seasonable requirements of merchandise, and we believe that it is a wise policy for merchants now to be sure they are going to have what they require for their spring business. This may mean smaller quantities than last year, but if everybody waits until the consumer is ready to buy, it will be a physical impossibility to supply everyone.

Yours very truly,
MORLEY BROS.,
Saginaw. R. C. Morley, Pres.

TURNOVER MOST IMPORTANT

Editor HARDWARE WORLD:

At the time we are writing, early December, the most important thing, for not only retailers but manufacturers, would seem to be the clearing of present stocks at the sacrifice of profits or at less than cost. Most manufacturers have felt the lash of liquidation, and, were there orders in sufficient volume to operate economically, could offer the trade goods at attractive prices. There must be a "taking of medicine" all along the line before labor can with justice be asked to accept a lower wage, and labor costs govern all other costs.

Assuming that this necessary purging has been accomplished, we feel that merchants should proceed to purchase in a conservative way, pricing goods at figures that will give smaller profit per item, but greater turnover and consequently greater profits per year. Turnover is the thing.

Cutting credits to a minimum will enable merchants to pay wholesalers and manufacturers quickly, thus giving them in turn greater turnover. All of which leads to lower costs, lower prices and better business.

A closer study of store salesmanship will give merchants the confidence necessary to take on new items and brands of known merit, which give them the chance to offer good merchandise at lower prices and at proportionately better profits.

Very truly yours,
THE JOBBERS' MFG. CO.,
Chicago. E. D. Murphy.

Levy Brothers of San Mateo, California, have purchased the hardware business of Tiddy Brothers, which will be known hereafter as Levy Brothers' Burlingame Store.

UNFILLED ORDERS FOR SIX MONTHS AHEAD

Editor HARDWARE WORLD:

At the present time we have unfilled orders on our hands that will keep both of our factories busy until June 1, 1921, and the biggest percentage of our jobbers are writing for immediate delivery and quite a number of them are advising us that they are oversold. Of course you realize that there has been a shortage in our particular line for practically two years, and the stocks all over the country are very small.

Would kindly request that if you copy this verbatim that you do not use our name.

——— BRUSH CO.

VISION NEEDED TO EMBRACE OPPORTUNITIES

Editor HARDWARE WORLD:

In my opinion the buyers in the jobbing concerns in the West and in this Inter-Mountain region would be wise to place their orders with the manufacturers of staple products for sufficient volume to meet a good active trade for the first half of 1921 and as far as possible to do so, for a very active market for the latter half of 1921.

All the signs portend to reasonably good business conditions for the first half of the year and if I am any judge of conditions, a prosperous condition and active demand for the latter half of the year.

I think the managers and buyers in the wholesale concerns are now unwisely curtailing their purchases and are over pessimistic, some of them even frightened, fearing that business conditions will not be prosperous and demand limited and that prices will drop sharply on all lines of product in the early months of the year.

There is no question but what manufacturers have in some cases advanced prices on their products beyond what would bring them a fair profit on their present production costs and some prices are coming down sharply, but the general line of hardware products in my opinion will not slump very far from the present offerings.

It is perhaps superfluous to say that any speculative purchase would be unwise. The buyers can judge very nearly as to what their outlet will be and that volume of business should certainly be provided for by placing orders during the next sixty and ninety days. If I were on the buying end of the market, I would put out several orders for the same lines to be shipped at stated times, in preference to buying any quantity to take care of my outlet for a given period.

Any business man who cannot realize that all this Inter-Mountain and Western region is certain to expand in every material direction is not gifted with sufficient vision to take advantage of the opportunties which will certainly be within his reach in the next year and for years to come.

Yours very truly,
E. C. COFFIN CO.,
E. C. Coffin.

BUY CONSERVATIVELY

Editor HARDWARE WORLD:

Buy conservatively. Get in collections as close as possible. Clean up dead assets and turn into money, at loss if necessary.

Yours sincerely,
San Diego. HAZARD-GOULD CO.

The Phillip & Allsebrook Co., Fort Lupton, Colorado, are among the progressive merchants in their community who have recently installed a modern store front with full length plate glass display windows.

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ONLY ONE WAY TO DO BUSINESS

Editor HARDWARE WORLD:

It is our opinion, and always has been, that the only way a merchant can do business is to keep up his stock regardless of times or conditions. Of course, when times are not the best it is advisable to carry a smaller stock, but to keep up the variety rather than getting a better price by buying in larger quantities.

We believe that the farmer is going to be forced to sell his crop within the next ninety or one hundred and twenty days, and as soon as this happens business is going to be good; because the farmer will pay up and everyone else will pay at the same time. The present conditions we do not believe are going to last a very long time, and we believe that the first of February will see everything running normal again, or nearly so.

Respectfully,

HERCULES PRODUCTS CO.,

Council Bluffs. Ben W. Freiden, Pres.

EXPECTS ACTIVE DEMAND EARLY IN YEAR

Editor HARDWARE WORLD:

I am of the opinion that the consumer demand will show a quickening early in 1921 and this demand will very quickly be reflected in better business to the jobber from his customers and to the manufacturer from the jobber.

Right now business is not as bad as some theorists imagine it is and I don't think there are very many in the hardware business who are losing any money at present.

Very truly yours,

A. C. RIDDELL.

BUY CONSERVATIVELY

Editor HARDWARE WORLD:

Buy along conservative lines to take care of present needs. We do not mean by this that we know there will be lower prices, especially on iron and steel products, for we do not know this. At any rate we believe the readjustment stage has been reached and buyers should govern themselves accordingly.

Yours truly,

GEO. H. ECKERT & CO.,

Geo. H. Eckert.

NEW 2000 PAGE BUYING GUIDE

The names and addresses of 35,000 of America's leading manufacturers, indexed under 14,000 classifications of material, are contained in MacRae's Blue Book, just published at 18 E. Huron Street, Chicago.

Also included in 2000 pages of the volume, weighing 11 pounds, are brief selling talks and descriptions of the merchandise, an alphabetical index of trade names, tables and miscellaneous data for handy use, and a section wherein are tabulated the standard list prices on commodities in common use by railroads and industrial concerns.

The cost of the volume is $10.00.

Tolan & Heisen have opened a complete hardware store at 38 S. Broadway, Denver, Colorado.

VALUED IN FOREIGN LANDS

We are instructing our New York representative to remit you for subscription due for your most excellent journal.

We are thoroughly in sympathy with your editorial news and the articles appearing in your publication, and we want to continue our subscription.

A. G. WEBSTER & SON.

Hobart, Tasmania.

POINTED SUGGESTION ON NAILS

As every merchant knows, nails are to the iron monger and hardware merchant what beef is to the butcher or sugar to the grocer. They are the sine qua non, the staple of staples in his stock, the bluest blooded creature in his foal.

Always they have presented their problems During the last year they have done more—they have kept us all guessing. They have made some men poor and others wealthy.

Yet we can well afford to know more about them and think much about the merchandising of them. So we are pleased and proud to publish this pointed, suggestive discussion of the subject by J. Ed. Guenther of the Guenther Hardware Co., Inc., Owensboro, Ky.

Editor HARDWARE WORLD:

I am going to discuss the price of nails and the extras thereon.

We will illustrate by saying that a retail hardware dealer would pay about $5.00 base price and would sell them for about $5.50 base, thereby making 9 per cent profit. Figuring on $5.00 to start out with, the ordinary grocery store keeps a line of nails from 60d to 4d, inclusive, the average advance over base would be about 30c on the keg. Of course, on this advance above base he would make no profit, which would reduce his profit on nails below base sizes.

An ordinary grocery store is never expected to carry sizes other than from 60d to 4d, inclusive, while a hardware dealer is expected to carry all kinds and sizes. We buy 8d casing nails and pay an advance of 50c; 6d nails and pay 75c advance. We sell 20 kegs of common nails to one keg of casing nails. Advance on three-quarter-inch lining nails would be $2.20, so that he would pay $5.00, plus $2.20 base, plus 50c profit on three-quarter-inch lining nails, which would make the price $7.70. This would give the merchant about 6 per cent profit instead of 9 per cent.

Now going to barb car nails, 5d, there is an advance of 75c over base, just the same as 5d common nails. We will not sell nearly as many barb car nails as common nails, but since we are hardware dealers we are expected to keep a stock of all kinds of nails and sell them off a printed card price list, no matter how long we have had them in stock or what we paid for them.

An Advance Above Base and Base Price

We buy bar iron and bar steel at base price, plus one-half extra. We sell at base, plus full extras. Therefore, we get profit on advance over base and also get one-half advance over price we pay. Don't you think that a price such as on bar iron or bar steel should be placed on nails? We do, and urge that the change be made, so that we will get an advance above base and base price.

Very respectfully,

GUENTHER HARDWARE CO.,

Owensboro, Ky. J. Ed. Gunther.

The Farmers Mercantile Co. at Waterville, Washington, is enlarging and a line of furniture is being added to the hardware department.

Frank G. Drew, vice president of the Winchester Repeating Arms Company, has been named as chairman of the executive committee of the American Trapshooting Association for the year of 1921. Thomas S. Davis, manager of Sportsmen's Headquarters, New York, was reelected treasurer of the American Trapshooting Association at the recent meeting.

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ESTABLISHED 1891 ESTABLISHED 1891



60% to 80% PROFIT
ON YOUR INVESTMENT

ABSORENE IS A PERFECT, EASY WORKING, NON-STICKY WALL PAPER CLEANER

THIRTY YEARS experience in manufacturing and perfecting Absorene, has produced the most efficient Wall Paper Cleaner in the world, selling into millions of cans per year

We have always aimed to educate the public to the use of better wall paper—higher priced decorations—which they can preserve for a number of years through our process of cleaning.

"ISN'T IT A GRAND AND GLORIOUS FEELIN'?"

(With apology to Harry Lauder)

To know, when you see them coming down the street—walking into your store—in Springtime—that, you're on the RIGHT CLEANER—that sells—that satisfies.

WINDOW TRIMS. Counter Display Signs, Fiber Signs (12x42 in.), Folders and Dealer's Helps of various kinds will be supplied to all upon request.

THE PACKAGE

Absorene is put up in 14-ounce Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails. Lithographed Show Cards are packed in each quarter gross Case.

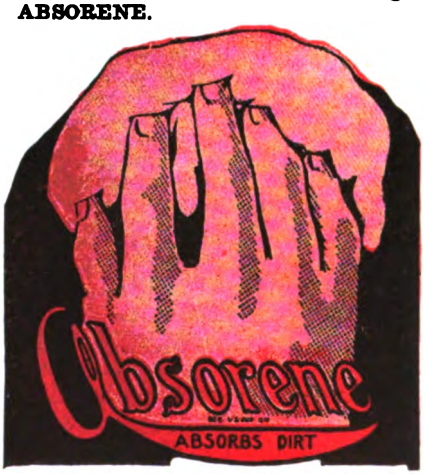
Absorene Cleans Easy!

Advertised throughout the entire Spring Season in all the leading Daily Newspapers of the Central and Western States.

The Leading JOBBERS in every City of the CENTRAL and WESTERN STATES, All Sell ABSORENE—All others should write us for our liberal Jobber's proposition, backed up with local advertising.

IT'S HIGH TIME

you got in line with us if you are one of the few who are not selling ABSORENE.



THE ABSORENE MFG. CO.

ABSORENE BUILDING

1609 to 1617 North 14th Street, St. Louis, U. S. A.

THE ONLY PATENTED READY MIXED WALL PAPER Cleaner

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HOW DO YOU TREAT TRAVELING MEN?



I went into a Hardware Store.

I had a sample case, but that's no crime.

The Boss looked at me — and ran away.

A clerk sandpapered an empty nail keg.

The bookkeeper rattled the adding machine and I stood waiting.

A young lady came in and another clerk, hiding behind the end of the shelving, rushed to wait upon her. I didn't blame the clerk; they had never been taught better; besides the lady was good looking; she wanted to beg some wrapping paper; and I stood and waited.

The clerk looked at my sample case and saw what to him was a badge of dishonor to be shunned, and returned to his hiding place.

The Boss came back and looked at me with a "For-God's-sake-aren't-you-gone-yet" expression, so I started to go out.

The Boss finally mustered up his courage and said, as I was going out, "Something?" and I said "Yes, a nice pearl handled pocket knife," and he said (my how he warmed), "We have them. I thought you were just a traveling man." I said, "I am, and it's no crime," and I kept on going. The Boss said, "That knife," and I said, "Me for some store where the Boss is not a coward."

—Just a Traveling Salesman.

The old mountaineer had a secret
Which many a bottle did fill,
And although I am telling his secret
His secret's a secret still.

YOU ARE INVITED

If you have a bit of news,
Send it in.
Or a joke that will amuse,
Send it in.
A story that is true,
An incident that's new,
We want to hear from you!
Send it in.

Will your story make us laugh?
Send it in.
Send along a photograph,
Send it in.
Never mind about your style,
If it's only worth the while,
And will make the reader smile,
Send it in.

EXPECT BIG BUSINESS IN PAINT AND VARNISH

Editor HARDWARE WORLD:

We don't expect that prices will be any lower before next June, and probably not then. While there has been a substantial decline in the price of linseed oil, which has allowed the manufacturers to make somewhat lower prices on mixed paints, in which linseed oil is a substantial factor, the tremendous increase in freight rates and other expenses more than offset any other declines in raw materials, so that the manufacturer is not able to make any lower prices on varnishes, enamels and specialties, and had we not been able to buy materials at somewhat lower prices we would have been obliged to put an advance in effect on all of our products at this time.

It is quite likely that linseed oil and other raw materials will advance again after the first of the year. In fact, the market is already much firmer than it has been, and if those advances continue it may be necessary to make some advances, so we believe that the merchants who order their goods promptly and get their stocks in will be the most satisfied in the end, and those who wait until the middle of the spring before buying their goods will have trouble in getting the goods when they want them.

There is no doubt but what the railroads will buy large quantities of paints and varnishes. Thousands of houses must and will be built next year, which will use large quantities of paint and varnish products, and with the tremendous crops which we have in this country of almost all kinds of agricultural products, there is bound to be a tremendous amount of money spent for our products.

There is no doubt in my mind that the "Save the Surface" Campaign has very largely increased the paint and varnish business in the past year, and the advertising that this campaign will do in 1921 will further increase the paint and varnish business.

Our products are used not only for new buildings, furniture, automobiles, farm implements, railway cars, steamships, etc., but there is a full larger quantity used for the renewing and refinishing of this class of work.

Ours is an economy product. It is cheaper to use it than not to use it, and the man who buys our product makes more than the man who sells it. This may seem a peculiar condition, but it is absolutely correct. Any party who buys and uses paint and varnish products makes his property worth many times more than the cost of the material and the cost of labor to apply the same.

If there are new buildings and new furniture to be finished we furnish the material for new work. When times are hard, business is dull and they are not making new furniture or building new buildings, we sell the material to renew the old buildings and old furniture. No matter what conditions may be in other lines, with the "Save the Surface" Campaign calling the people's attention to the use of paints and varnishes from an economy standpoint, the paint and varnish business should increase right along, and we believe that the dealer who sells his paints and varnishes on the basis of economy and tells the customer how much he can save by using paints and varnishes, will very largely increase his business.

Yours very truly,

BOSTON VARNISH CO.,
James B. Lord, Pres.

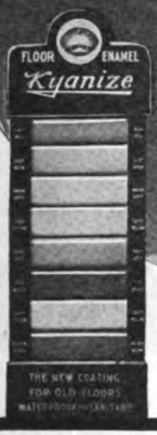
Boston.

Finish what you begin. It is always demoralizing for one to develop the habit of beginning and not finishing things. Today's work should be finished today, then the work of tomorrow can be started with vim without the drag of having to finish the previous day's work.

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Kyanize

KY-A-NIZE



SANITARY FLOOR ENAMEL



"These Are My Helpers in Creating More Sales for You"

—Winthrop Wise

Back of the big campaign in the leading magazines, there is the most powerful array of store and window advertising you ever saw.

In addition to striking, attention-arresting cut-outs of Winthrop Wise, the twenty-four-hour-a-day salesman, we furnish handsome signs, display stands, window trims, hangers and literature. All proven sales-winners in pushing

Kyanize KY-AN-IZE SANITARY FLOOR ENAMEL

The new coating for old floors, that **Kyanize** Agents everywhere are reaping a bountiful harvest on. A ready market awaits the **Kyanize** Agent who stocks this product Our advertising brings it to the dealer's counter.

PROGRESSIVE DEALERS—The **Kyanize** Exclusive Agency is open to **only one** up-to-the-minute merchant in each locality. If there is no Agent near you, write for our plan today—Now.

BOSTON VARNISH COMPANY

Everett Station 49 **Boston, Mass., U. S. A.**

CHICAGO
Office & Warehouse
519 W. Roosevelt Rd.

SAN FRANCISCO
Office & Warehouse
269 Eighth Street

WESTERN WHOLESALE DISTRIBUTORS

Bogardus, Wickens, Limited
Vancouver, B. C.

Campbell Hardware Company
Seattle, Washington

Timms, Cress & Co. Inc.
Portland, Oregon

Sunset Paint Company
Los Angeles, and El Paso, Tex.

Ogden Paint, Oil & Glass Co.
Ogden, Utah

Kyanize SANITARY FLOOR ENAMEL

WATERPROOF-WASHABLE
DRIES OVER NIGHT

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H. J. Hodge

Veteran secretary of the Western Retail Hardware Association, whose annual convention at Kansas City, January 18 to 20, is always largely attended. Mr. Hodge is largely responsible for the high standing of the Association.



P. J. Jacobs, Secretary

It isn't hard to account for the success of the Wisconsin Retail Hardware Association when you know P. J. Jacobs. He is a whole team in himself, and he has a thorough understanding of the retail merchants' problems. He has the confidence of the entire membership. The Wisconsin Convention will be held at Milwaukee, February 2, 3 and 4.

BUYERS MUST BUY NOW, AS STOCKS ARE LOW

Editor HARDWARE WORLD:

It is our opinion that the prices set by the U. S. Steel Corporation will not come down very much, at least there is no intimation of a reduction. Of course, many manufacturers are waiting before they can announce a definite base price on their products, consequently in many lines jobbers do not know what is going to happen. However, many manufacturers, including ourselves, have taken matters into consideration and made up a new price based on efficiency and are offering their products to the jobber at a new price, so they may be able to book business for 1921.

Merchants have held back to such an extent that it has affected business in general. However, we believe by watching carefully they will be perfectly safe in buying after the first of the year, as by that time a great many lines will have adjusted themselves and we are sure that from 75 to 90 per cent of the manufacturers will have a definite price to offer the jobbers on their products.

The jobbers are now busy making up their new catalogs and discount sheets and we believe merchants will find it to their advantage to again enter the market and buy, since their stocks no doubt are very scanty by this time. We share in the general opinion that prices and commodities will have readjusted themselves so that by March and April the market will be completely settled down and as normal as can be expected under the conditions.

MARQUETTE MFG. CO.,
St. Paul. R. E. Lange, Gen. Mgr.

Ed Arps, hustling proprietor of the Arps Right Price Store at Nucla, Colorado, reports that he is back, swamped with work. In two years' time the gross sales have jumped from $20,000 to $75,000, which was the reported amount of the 1920 business.

IMPORTANT TO CARRY WELL BALANCED STOCK

Editor HARDWARE WORLD:

It is an axiom of good salesmanship to have on hand at all times a supply of every item which is being sold. We believe that more sales have been lost through the inability of the seller to supply goods when required than for any other reason.

It, of course, does not do the jobber a bit of good to have a large stock of ⅜-inch drills when a customer requires the ½-inch size. We are not giving any of the up-to-date jobbers new advice when we suggest that they carry a balanced stock and order in lots representing a sixty day turn-over.

We do not believe that any of the successful jobbers take the attitude of restricting their orders on manufacturers to an extent where it interferes with their sales, and consequently their profits.

The sellers' paradise which existed during 1919 and the first half of 1920 is no more, and it is more than ever imperative that no merchant restricts his sales possibilities by carrying an inadequate stock. The "Penny Wise—Pound Foolish" expression could be aptly applied to one who did this.

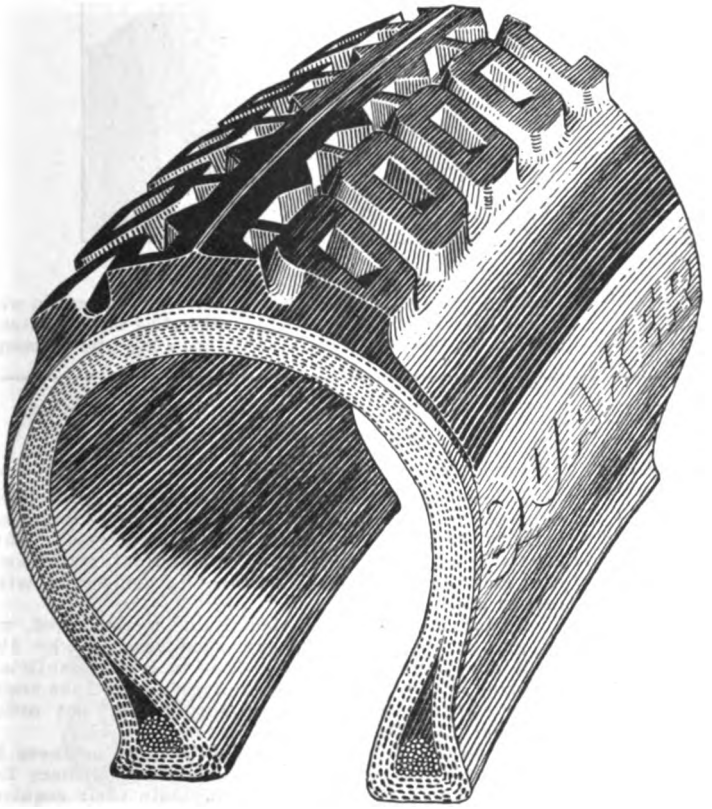
Yours very truly,
THE BLACK & DECKER MFG. CO.,
Baltimore. G. W. Brogan.

The Automotive Equipment Co. has been incorporated for $50,000 at Seattle, Washington, by E. J. Kennedy, H. S. Atcheson, O. H. Paschke and E. D. Fear, to deal in general motor car equipment and accessories.

The Specialty Hardware & Stamping Co., recently organized at Seattle, Washington, with a capital stock of $25,000, will deal in machinery, equipment and accessories pertaining to truck hardware. The trustees are Michael Oros, Carl A. Kristerson and Ellen McClellan.

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Introducing
QUAKER CORDS



Practically the last word in the manufacture of Cord Tires.

The result of years of effort and the hardest tests before being offered to the trade and car owners.

Will surely become popular as TIRES OF QUALITY, just as QUAKER Fabric Tires earned the name of being "Miles Cheaper."

And every Distributor and Dealer in the United States successful in securing these tires in his community will have the satisfaction of knowing that back of the name QUAKER are more than 30 years skill and experience in the compounding of rubbers; a world-wide reputation earned and maintained by the QUALITY of our products, and a long established financial standing which guarantees permanence.

TO ALL PRESENT AND PROSPECTIVE *QUAKER* DISTRIBUTORS and DEALERS

Not everyone can represent us. In the automotive industry, it is well known that QUAKER Distributors and Dealers are carefully selected; that they are men permanently established in their respective communities; men who know Quality, and men who only want to handle a tire that will give satisfaction to their trade.

If we do not already have a representative in your vicinity, possibly your own tire selling organization can qualify. Write for details.

QUAKER CITY RUBBER COMPANY

629 Market Street
Philadelphia

211 Wood Street
Pittsburg

182 W. Lake Street
Chicago

53 Murray Street
New York

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F. X. Becherer, Secretary

The Missouri Retail Hardware Association convention will be held at the Planters Hotel, St. Louis, January 25, 26 and 27. Mr. Becherer and his associates have made their arrangements for an enthusiastic convention and are working hard to that end.



George H. Dietz, Secretary

The Nebraska Retail Hardware Association convention will be held February 1 to 4, at Omaha. Succeeding the late Nathan Roberts, Mr. Dietz is proving a worthy and a live wire secretary.

NOTHING TO BE GAINED BY LOW STOCKS

Editor HARDWARE WORLD:

We cannot help but feel that the merchant should anticipate his requirements now and place conservative orders immediately, and especially so with those manufacturers and jobbers who are willing to guarantee protection against price decline until some definite date.

By so doing he is not only protected against loss due to price decline up to this definite date, but he keeps the wheels of industry in motion; the jobber is then enabled to anticipate with some degree of accuracy his requirements; and the manufacturer in turn continues to operate on a maximum production basis, thereby keeping his entire organization intact and continuing to give employment.

Ordinarily, manufacturers during slack times make up as large a reserve stock as they can, but at this time most of them are making up no reserve stocks whatsoever. Bankers will not lend the money today for making up reserve stocks, and everywhere manufacturers are being urged to curtail and stop production just as fast as orders for immediate delivery are filled. Therefore, when the heavy buying begins in the automotive industry in the spring, the shortage of finished goods is going to be as acute as ever, and the demand may easily be sufficient to maintain present or higher prices.

Nothing is gained by the merchant allowing his stock to become run down and depleted, and by ordering conservatively now he is not only helping himself, but helping the manufacturers to continue operations and the wheels of industry to turn all along the line.

Yours very truly,

THE NORTON-MUNTER CO.,

A. F. Norton.

Harris & Curtis, who supply the demands of the oil fields, have moved into larger quarters at Taft, California.

The Bremmery Bain Co., at Petoskey, Michigan, have found it necessary to remodel the adjoining building to practically double their floor space.

CONSERVATIVE BASIS SAFEST FOR ACCESSORY BUSINESS

Editor HARDWARE WORLD:

The automobile industry, of which we are a part, will, in our judgment, show a gradually increasing activity with the beginning of the new year. This covers in our judgment both the manufacturer of new cars and the replacement business in connection with cars in use.

As far as our own particular line is concerned, we do not believe there are any good reasons why the trade should purchase at this time in large quantities. A saving cannot be made by doing so, nor will the trade suffer through increased cost should they not order in large quantities.

We do not feel that it would be good business in connection with the jobber and dealers' business for either of them to attempt to anticipate their requirements and buy for the future. A gradual return to a volume business in this industry is, in our judgment, much more desirable than would be a quick return of the volume of business that was enjoyed before the present slump.

This industry has in the past moved much faster in its development than we expect to see it enjoy in the future. It will in our judgment be in the interest of the entire industry if business is renewed upon more conservative lines than those which we have operated under during the past ten years. It is a great industry; it has a great future, but the time has come for us to eliminate from it the speculative element and see to it that it is put on a solid, permanent basis.

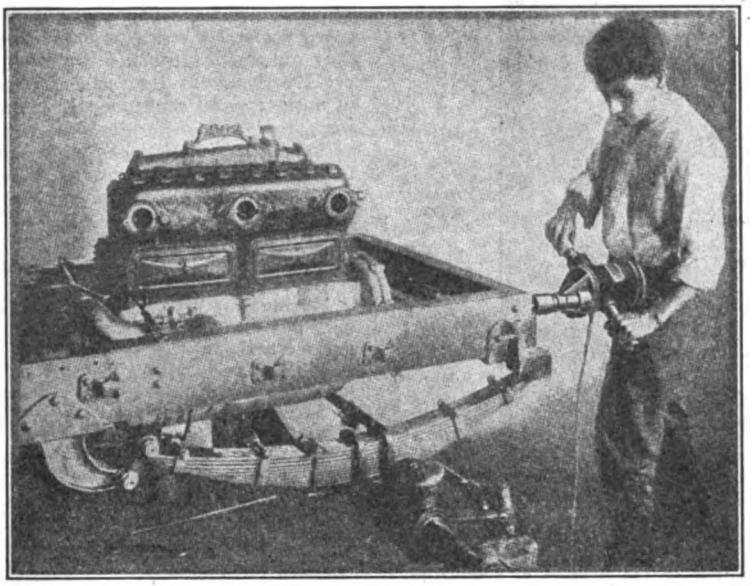
ACCESSORY MANUFACTURER.

Husband & Anderson are erecting a new two-story building at Hesperia, Michigan.

The Munsing Hardware Co. are successors to Bissell & Stebbins at Munsing, Michigan.

A branch of the Lovette Hardware Co., of Lake Village, Arkansas, has been opened at Epps, Louisiana,

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THE STANDARD PORTABLE ELECTRIC DRILLS AND GRINDERS WILL REDUCE COST AND SAVE TIME

The Tools you take to the work.

SPECIAL PROPOSITION TO JOBBERS AND DEALERS



WRITE US TODAY—AN EXCELLENT PROFIT AWAITS YOU

EVERY TOOL GUARANTEED BOTH ELECTRICALLY AND MECHANICALLY

BALL BEARINGS ARE USED THROUGHOUT

We manufacture drills and grinders for every class of work in all sizes—Write for Illustrated Catalog

THE STANDARD ELECTRIC TOOL CO.

CINCINNATI, OHIO

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William Leslie, President
The annual convention of the Texas Retail Hardware Association will be held at Dallas, January 18 to 21. Mr. Leslie and his associates are counting on an enthusiastic meeting and a convention commensurate with the size of the state.

JOBBER HAS SERVICE TO PERFORM

Editor HARDWARE WORLD:

We have found the hardware and accessory jobber's attitude during the past three or four months has been to allow his stock to become depleted to such an extent that he is not in position to take care of his dealers' requirements from his stock.

According to our way of looking at this question, the only justification for the jobber is that he perform his useful function. When he fails to live up to his mission in life, he is on the road to elimination.

Our feeling would be that it is high time for the jobber to carry a stock of goods again rather than to have the manufacturer perform this function for him.

Yours very truly,
ELITE MANUFACTURING CO.,
Ashland, O. J. W. Fribley.

SHORT SIGHTED POLICY TO ORDER FROM HAND TO MOUTH

Editor HARDWARE WORLD:

Merchants will undoubtedly find it advisable to carry somewhat smaller stocks than during the height of business of the last two years. Nevertheless, it should be pointed out that those firms which carry sufficient stock to render service to their customers will be the ones to find themselves in a commanding position in their respective lines when business begins to get back to normal. It is a very short-sighted policy to order from hand to mouth, and we believe that firms who are working on this basis will find themselves at great disadvantage within a very few months.

Yours very truly,
NEW ERA SPRING & SPECIALTY CO.,
Grand Rapids. George B. Daniels.

The Cupples Mercantile Co., at Caldwell, Idaho, has been sold to Mitchell Duke, who will carry on the business.

HISTORY REPEATING ITSELF

Editor HARDWARE WORLD:

In our opinion, the jobber who is waiting for lower prices before placing his orders for spring trade is going to find himself in very much the same condition that obtained after the armistice was signed.

Everybody at that time looked for a big cessation in industry and consequently lower prices. The reverse was true, and ever since that time goods have been going up, having reached their very highest peak, insofar as hardware is concerned, during the year 1920.

A large number of manufacturers in iron and steel lines report that their margin of profit is lower at the present time than in several previous years, and yet in the face of this the entire country is looking for a lower adjustment of prices.

We incline strongly to the belief that the year 1921 will be one of activity and large demand for goods, particularly in the line of building material, and it seems entirely within the bounds of reason that the volume of business would be only measured, insofar as the jobber is concerned, by the amount of material he can obtain, just as it has been in the past few years. While it is true that there has been quite a let-up in some lines, at the same time the whole country is bare of goods and business must be served.

There is no reason that the jobbers in the West should not order goods just as they did in normal times for their reasonable requirements. It is, of course, entirely superfluous to remark that this is no time for speculation, but it may be just as well to say with equal truth, that it is no time for the manufacturer and jobber to lay down either under the theory that there will be slack business or because goods are too high.

The daily reports in the newspapers about lower prices, with reference to White Lunch counters in New York having reduced the price of coffee to five cents, and cheese sandwiches one cent, and other statements along this line, are very ridiculous and very misleading, insofar as it effects the fundamental principles.

The manufacturer cannot and will not make any drastic reductions in the near future, and we are inclined to the opinion that business conditions are safe and at least promising.

Yours truly,
EWING-LEWIS CO., INC.,
Orville Ewing, Pres.

ANTICIPATE RUSH OF ORDERS

Editor HARDWARE WORLD:

Our investigations of trade conditions have led us to believe that both jobbers' and dealers' stocks are greatly depleted, and as soon as both the jobber and the dealer show a disposition to stock merchandise in preparation for spring business, we very much fear that there is going to be a sudden rush when the season does open that will flood the manufacturer with rush orders, and not enable him to meet the situation over night. Every year in normal times the jobber and the dealer specify sufficiently in advance to enable the manufacturer to provide a normal production to take care of trade requirements.

The manufacturer, however, is helpless to outline production unless the trade gives him some inkling of what those requirements are to be in advance of the season.

Very truly yours,
ECLIPSE MFG. COMPANY,
Indianapolis. R. M. Franklin, Sec.

The Pioneer Mercantile Co. of Bakersfield, California, are jobbing heavy hardware and automobile accessory lines in the lower San Joaquin Valley. Among their exclusive agencies in their territory are Diamond Tires and the products of the National Tube Co.

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The Snow Shoe

THE Indians did not have to hibernate in winter time. They hunted on snow shoes and obtained their food.

Nor do STANDARD FOUR distributors and dealers hibernate in winter. STANDARD FOUR advertising and merchandising assistance, in addition to a tire which stands the punishment of rutted, icy roads, enables them to make sales every month of the twelve.

For terms and territory on this all-the-year-round good tire, write or wire today.

STANDARD FOUR TIRE COMPANY

Department T Keokuk, Iowa

BRANCHES AT

Indianapolis, Ind. 245 N. Penn St.
Atlanta, Ga. 2 Courtland St.
Los Angeles, Cal. 342 W. Pico St.
Denver, Colo. 1700 15th St.

Standard Four Tires

"Chief of the Tire Tribe"

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A. T. Byron, President



J. M. Stone, Secretary

These enterprising leaders of the Blue Grass merchants of the Kentucky Retail Hardware Association feel that Kentucky is going to eclipse every previous record in its annual convention to be held at Louisville, January 25 to 28. They extend an earnest invitation through our pages to all Kentucky merchants.

EXPECT GOOD BUSINESS 1921

Editor HARDWARE WORLD:

I had the privilege of attending the convention and exhibition of the Automotive Equipment Association in Chicago at the Coliseum, November 15-20. The general feeling expressed at that convention was that 1921 would be equally as big a year as any previous year with staple lines of automotive equipment.

The jobbers and their buyers have been very cautious in placing new business, but there is an increasing disposition on the part of all buyers to anticipate requirements for spring business, the general feeling being that this was necessary in order to assist the manufacturer and also desirable on their part, so that they might be assured of having sufficient amount of stock to carry on as the spring business opens.

Some buyers even admit that they were losing business at the present time on account of not keeping their stocks in proper condition.

We are very hopeful of an early increase in orders anticipating 1921 business.

Very truly yours,
WALDEN-WORCESTER, INC.,
Worcester. W. S. Bellows.

ACCESSORY JOBBER CONSERVATIVE

Editor HARDWARE WORLD:

The writer must confess that he feels that retail merchants would be exercising good judgment if they pursued a conservative buying policy for the first half of 1921.

While we would all favor liberal buying on the part of firms capable of discounting their purchases, from the merchant's standpoint we believe they will profit most by being cautious. As we view it, prices are due for some recessions.

Yours respectfully,
THE CAPITAL ELECTRIC CO.,
J. A. Kahn, Gen. Mgr.

The Payette Cooperative Association has purchased the Moss Mercantile Co. at Payette, Idaho. F. H. Cram is the new manager.

BELIEVE PRESENT SITUATION ONLY TEMPORARY

Editor HARDWARE WORLD:

While the recent decline and readjustment in prices of a good many items in hardware have seemed to lessen the demand of the buying public as a whole, we are of the opinion that this is only a temporary condition and see no reason for alarm or cause to be pessimistic in regard to the outlook for 1921.

As manufacturers begin to catch up with their production, it is natural to suppose that slight declines and readjustments in prices will take place. However, considering the present high wage scale and the high cost of production which can only be reduced gradually, it is evident that there is no danger of the bottom dropping out, as some might think.

The time for speculating and piling up surplus stocks is past, and we believe "conservatism" should be the watchword. It would be very unusual, however, for a great agricultural year, such as we are just closing, to be followed by anything but good business, and a liberal and well assorted stock should be kept on hand to take care of current requirements.

It is also very much more economical for all concerned when the retail dealers place specifications as early as possible on seasonable goods for future delivery, especially when prices are guaranteed.

Yours truly,
STRATTON & TERSTEGGE CO.,
Louisville. J. T. Rodgers, Sales Mgr.

Whenever you get too much of anything it begins to spoil and "go bad."

Don't judge a man by his success, but rather by the methods he used while succeeding.

Seven years of silent inquiry are needful for a man to learn the truth, but fourteen in order to learn how to make it known to his fellowmen. —Plato.

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Every Chance for Profit, Not One Chance for Loss

YOU know Harvey Spring quality. You know the broad, liberal and exceptional Harvey guarantee that protects both dealer and customer.

Another link in the chain of success built for every dealer who sells Harvey Replacement Springs is the Harvey Selling Plan.

The Harvey Sales Plan

Its purpose first, last and always is to protect you, the dealer. It offers every chance for profit and eliminates every possibility for loss.

It assures protection against dead stock and burdensome investment. It materially increases the opportunity for quick turnover and bigger sales.

It is constructive, not restrictive — sound, sensible and equitable. It insures profit on replacement springs.

Send for full details of the Harvey Selling Plan together with the Harvey Book — a complete guide for ordering any of the 1500 different Harvey Springs — a guide to better spring business.

Harvey Spring & Forging Company

1181 17th Street — Racine Wisconsin



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The Wayne Oil Tank and Pump Company held an enthusiastic sales convention at their San Francisco office last month, and we were fortunate enough to get all of these able disciples of the automotive aid together for a group photograph. Near the center of the picture seated is Western Manager J. G. Rodman and on his left is W. M. Griffin, president of the company, who was present from the home office and factory at Fort Wayne, Indiana. Next to Mr. Griffin is Assistant Manager J. E. Allen.

The trade well knows the Wayne Oil Tank and Pump Co. for its self measuring pumps, its liquid storage and oil-filtration systems, as well as oil-burning, metal-forging, heat-treating and metal-melting furnaces.

Among those in the photograph especially well known to the hardware trade in the Northwest is E. W. Evenson, who has been an outstanding and long-standing hardware man with present headquarters at Walla Walla. Mr. Evenson was formerly a merchant at Spokane and more lately a traveler for the Whiton Hardware Co., of Seattle. He also will be well remembered for his vigorous activities in connection with the Association in the Northwest.

Following are the men in the picture:

Standing, reader's left to right, are: E. W. Evenson, O. W. Melbye, H. F. Bowles, E. L. Carleton, R. E. Stephens, W. E. Rueppell, C. S. Severence, F. J. Casey, W. E. Larsh, Hugh Bledsoe, R. Marmion, W. S. Johnson.

Sitting, reader's left to right: Geo. Sarbry, E. L. Duden, M. S. Hermann, F. Garber, M. L. Heard, J. G. Rodman, manager; W. M. Griffin, president; J. E. Allen, assistant manager; E. R. Christensen, E. E. Wenk, A. Turner, R. M. Snider, A. J. Buck, Clyde Lower.

NEW YEAR VERY PROMISING

Editor HARDWARE WORLD:

The new year looks very promising for business in our territory.

We find that dealers are buying in small quantities as they need the goods from their local jobbers, which is a very wise thing for them to do now and in fact at all times, and this was never brought home to them so clearly as now.

The dealer who is drawing his supplies from local jobbers is reducing his investment and making a quick turnover, thereby making more net money than the one who is buying from far away points in larger quantities and losing sales on account of not having the goods in his store.

In this connection we are glad to note the good work that your journal is doing for the hardware trade, and with our best wishes for your continued success, we remain,

Yours very truly,
NASH HARDWARE CO.,
Fort Worth. W. R. Duffey, Vice-Pres.

UNCERTAINTY, HESITATION, PESSIMISM LEAD TO TROUBLE

Editor HARDWARE WORLD:

Buy what is needed to keep your stock up and you will keep right on doing business, not necessarily heavy buying, but by marking your merchandise at a reasonable profit over the market values and replacing your stocks as they are sold, you have nothing to fear.

The elections are past, we have strong confidence in the incoming administration, crops have been abundant, and while the reckless speed of spending by the public at large has been checked and the safety first principle is being applied to economics and business generally, it is in reality a very healthy sign and should be welcomed and endorsed by every right thinking man. "As a Man Thinketh" surely has a bearing on his business. Uncertainty, hesitation and pessimism lead to trouble economically and mentally. Health, wealth and optimism are inseparable. Yours sincerely,

K. M. HAYDEN.

CLIFTON FACTORY ENLARGEMENTS

Additions are now being made to the Clifton Mfg. Co. plant at East Waco, Texas. When the work is complete the company expects to have one of the finest factories of its kind in the Southwest. They are adding another story to the present structure of two stories and a half and a basement, and portions of the present building are to be remodeled.

The Clifton Mfg. Co. are extensive manufacturers of auto seat covers, tops, general leather and canvas goods, including tents, awnings, wagon covers and cotton picking bags. The company maintains branch offices at Denver, Colorado, Phoenix, Arizona, and at 509 Postal Telegraph Building, San Francisco.

FALLS CO. BUYS COTTER BUSINESS

Of no little interest to the trade will be the announcement that The Falls Rivet Co. of Kent, Ohio, has just purchased from The Ohio Wire Goods Manufacturing Company of Akron, Ohio, all the machinery, patents and patterns relating to the manufacture of cotter pins and flat spring keys. The machinery has been moved from Akron to Kent and is now in operation.

The Ohio Wire Goods Co. will discontinue the manufacture of these articles and the event marks an era of expansion in the business of the Falls Rivet Co., who will add to their established product of rivets, bolts and nuts this new line which will be of especial interest to the railway and agricultural implement trade.

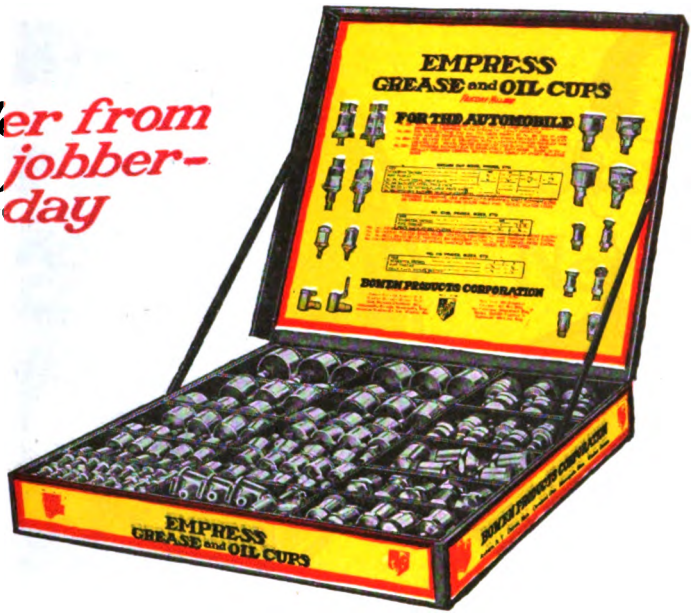
It will be of interest to those who have been using the Ohio Wire Goods Co. as their source of supply for these articles, to know that Lawrence Kneifel and other employes of the organization at Akron, associated with the cotter end of the business, will become associated with The Falls Rivet Company.

After all, you've got to give full, fair value. Or you won't last.

There is one advantage of being a live wire —folks won't step on you.

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Order from your jobber- To-day



New Counter Display

Empress
Grease and Oil Cups

This assortment is made up of cups of standard size and thread for use on all motor cars, motor trucks, and tractors; all are standard factory equipment.

Lost and broken cups must be replaced; this assortment meets practically every requirement.

On your counter or in your display case, this box will readily sell every cup. No dead stock.

Every one a popular and quick selling style and size.

This assortment enables the dealer to carry a complete stock on a small investment.

Write for Descriptive Folder "3B"—Now

Bowen Products Corporation

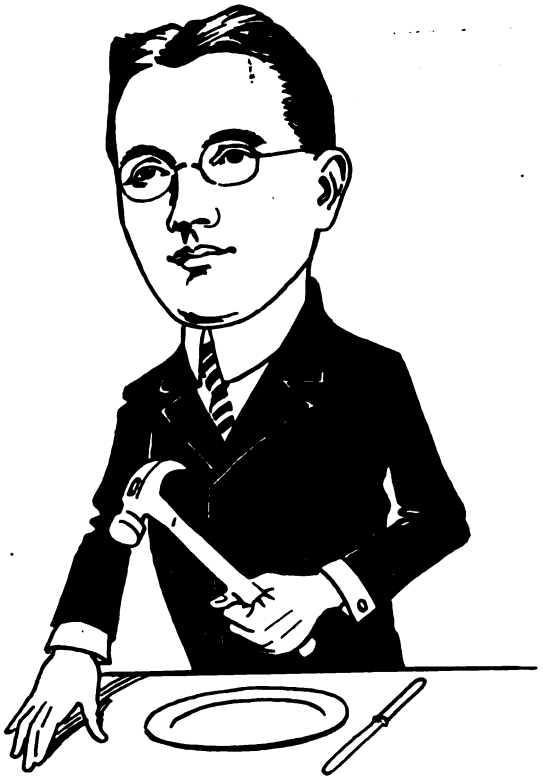
Manufacturing and Sales Divisions
Auburn Division, Auburn, N. Y.
Winkley Division, Detroit, Mich.
Minneapolis Division, Minneapolis
Cleveland Division, Cleveland, Ohio

Canadian Factory
Canadian Winkley Co., Ltd.
Windsor, Ont.

Reg. U. S. Pat. Off.

Branch Sales Offices
New York, 220 Broadway
Chicago, 1607 Otis Building
San Francisco, Monadnock Building
Cincinnati, 409 Lyric Building
Boston, 903 Dexter Building

Google



Fred A. Ernst, President

It is particularly apropos that this year the convention of the Pacific Northwest Hardware & Implement Association should be held at Seattle, the home of President Ernst. Typifying his generous, openhearted hospitality, the Washington dealers are anticipating one of the most helpful conventions ever held and this is saying considerable, for this convention has established an enviable reputation.

MERCHANTS PARTLY TO BLAME

It is well known that the catalog houses watch closely the local merchants' advertising and methods and secure their largest business in sections where merchants do not seem alive to their opportunity. Julius Rosenwald of Sears-Roebuck, tells a story of stopping one day in a small South Carolina town where two colored boys were playing. They turned to look at him.

"What is your name, my boy?" he asked the first urchin.

"Glory Hallelujah is my name," he replied.

"And what is your name?" he continued to the other.

"Sears Roebuck is my name," the boy declared.

Mr. Rosenwald was surprised. He suspected that the youngsters might be spoofing him.

"Where did you get these names?" he ventured.

"You see, we-all's twins," one explained, "and our mammy says them's the names she hears most together around these parts."

The way to carry a stiff load is to have a stiff upper lip.



E. E. Lucas, Secretary

Secretary Lucas is a veteran in the work and will give a good account of his stewardship.

DON'T OVERSTOCK, BUT KEEP ACCESSORIES UP

Editor HARDWARE WORLD:

We believe that for the first six months of 1921, merchants should be careful of their purchases. By this we do not mean that they should not buy, but buy carefully. Stick to standard and well advertised lines.

Do not overstock but do not fail to keep enough stock on hand to supply demand.

These are simple business rules and we believe that the merchant who follows them and who has conducted his business properly in the past has nothing to fear during the next six months.

Yours very truly,

San Diego. P. W. GAVIN CO.

ACCESSORY MANUFACTURERS BELIEVE IN GUARANTEED PRICES

Editor HARDWARE WORLD:

We believe the only equitable arrangement between buyer and seller of either raw material or merchandise, is that prices should be guaranteed by seller or manufacturer up to day of shipment, but, under no circumstance, should a manufacturer or jobber be asked to guarantee against decline beyond the date of delivery.

Yours very respectfully,

BOYLE MANUFACTURING CO.,

Los Angeles. W. J. Boyle, Pres.

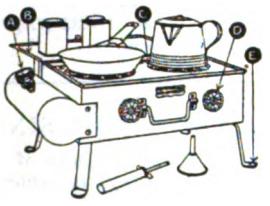
The Washington Hdwe. & Furniture Co. are successors to the Mattecheck Hdwe. Co., at Kennewick, Washington. M. W. Mattecheck, O. H. Haueisen and W. Gravenslund being the enterprising proprietors.

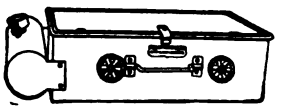
The Buckley Hardware Co., at Hillyard, Washington, has grown and expanded to such an extent that the firm finds itself badly in need of greater space. They state that if their business continues to increase they hardly know how they will gain additional room. Their hardware and furniture store is now one of the largest in the county of Spokane, outside of the city of Spokane.

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Start the New Year Right





SOME EXCLUSIVE FEATURES WORTHY OF COMMENT:

a. Patent pressure gauge enables you to control air pressure perfectly.

b. Warming plate keeps food warm and prevents dishes from becoming upset.

c. Large, well made grates, exactly like those used in a big stove.

d. Flame regulator enables you to regulate the heat when cooking.

e. Legs are quickly detachable and pack inside. Lower illustration shows stove closed with all equipment packed inside. Note how compact and convenient it is.

NOW IS THE TIME TO CHECK OVER YOUR STOCK AND REORDER

KAMP KOOK KIT

Prospects for 1921 business are better than usual and everything points toward a banner year.

Kamp Kook Kit advertising for the new year will be more extensive than ever before, and you, Mr. Dealer, can cash in on this publicity by stocking up on this popular camp stove and displaying it prominently in your windows.

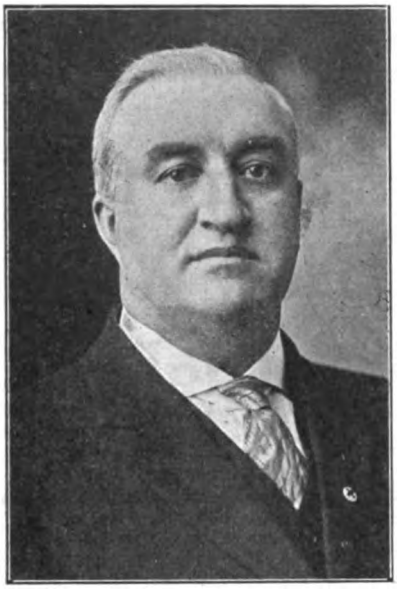
Auto Kamp Kook Kits are made in various sizes and styles, from the one burner "Hunters' Special" to the six party suit case outfit, retailing from $10.00 to $47.50.

ORDER TODAY

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wisconsin

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A. L. Jamison, President

The Oregon Retail Hardware Association's annual convention is to be held at Portland, January 25 to 28. Mr. Jamison is known as an enterprising, successful merchant of the highest standing. He is looking forward to a large attendance. E. E. Lucas is also secretary of the Oregon Association and has his hands full.



W. A. Denny, President

The Missouri Retail Hardware Association's annual convention will be held at St. Louis, January 25 to 27. Mr. Denny extends an invitation to all HARDWARE WORLD readers, who can be present, to attend.

NEW GRAHAM CATALOG

John H. Graham Co., manufacturers' agents of New York, San Francisco, Sidney and London, are perhaps distinctive among all such organizations in the publication of a full catalog of the goods of manufacturers whom they represent.

Celebrating their 50th anniversary this year, the John H. Graham Catalog No. 26, recently issued, is a distinctive volume that many a large jobbing house would be justly proud of. Sectionally arranged, the goods of each manufacturer are grouped together all under the name of the John H. Graham Co. By the loose leaf principle new pages may be inserted or an entire line put in or taken out. A general index makes all the material accessible.

The western trade always thinks of the John H. Graham Co. in terms of Wirt B. King, the stalwart representative of the company in charge of the San Francisco office.

BLACK & DECKER 1920 BUSINESS

A preliminary report from the offices of the Black & Decker Mfg. Co., Baltimore, Maryland, shows that by the end of October the net sales for the year were 163 per cent of the total net sales of the entire year 1919.

In other words in eight months of this year their net sales have been almost two-thirds greater than the net sales during twelve months last year, and the prospects are that the net sales of the entire year of 1920 will have increased almost 100 per cent over 1919.

Although the company was only incorporated in 1910, it has enjoyed a steady growth, which has become decidedly accelerated in the last year. They claim to build more portable electric drills than any other manufacturer in the world.

V. L. Hurt of Somerton, Arizona, and J. E. Franklin of San Diego, California, have purchased the E. G. Caruthers Commercial Co., at Somerton, and will operate the hardware and implement business there.

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR

Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO. - 620 South Hill Street, Los Angeles, California

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A distributor may not have been appointed in your community and we may need each other

THE EMPIRE RUBBER & TIRE COMPANY, Trenton, N. J.

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ANALYSIS OF TIRE SITUATION

Editor HARDWARE WORLD:

Of course we are especially familiar with conditions in the tire business and hope you will pardon what may seem a prejudice to the exclusion of every other line, for we believe our remarks will have maximum usefulness only if they specialize on our specialty.

The tire retailer is unfortunately and perhaps unconsciously responsible for the present conditions in the tire business.

When the swing to economy came, the tire dealer found himself stocked with an over-supply of tires, ordered with an expectation of the continuance of the ready spending which characterized the year after the war.

He was not far-sighted enough to believe that this economy was other than temporary, and refused to revise his prices and accept little or no profit.

Result: He sold nothing and was forced to accept a loss.

That's the immediate result—but the ultimate results were considerably more far-reaching and unfortunate.

First, the dealers stopped reordering to fill each gap in their stocks as the gaps appeared.

This led the factories to curtail production.

Next, finding that their stocks were not moving, many dealers commenced returning tires for credit to cover their obligations, being frequently unable to do so any other way.

This caused further curtailment of production, from the combined causes of an increasing over-supply of tires and a decreasing working capital. Several plants closed entirely and all ran at from one-tenth to one-third normal production.

Meanwhile, the 8,000,000 cars in the country were running and a surprising percentage of them ran without spares or extra tires, which is almost the most improvident and expensive tire "economy" in existence.

A larger percentage bought so-called "bargain" tires from the "gyps"—which is the most improvident tire "economy" known.

The "gyp" has done a gold-camp business in the past few months and many of the tires which were returned to the manufacturers by dealers—having become ancient—were branded and unloaded through the "gyps."

Who was the most harmed? Unfortunately, the dealer, who would have saved considerably by taking the bull by the horns at the first gong and moving his stock by making the price reductions the public demanded.

If another car were not sold for the next two years, it would not materially affect the tire industry in general.

There are 8,000,000 cars (approximately) running, and we have yet to find a practical substitute for cotton, rubber and air for use on the wheels.

The "gyp" tires are just about exhausted and the good tires are being made in such comparatively small quantities as to guarantee exhaustion by spring.

This makes absolutely inevitable an acute shortage of tires next year—thanks to the consumer, aided and abetted by the retailer who wouldn't clear his shelves without a large profit.

It follows that the retailer will find it very difficult to get enough tires to fill his orders unless he provides for the shortage in advance.

Naturally we advocate the contracting for spring deliveries in the largest quantities the dealer can handle.

Many dealers will consider this as merely a solicitation for business on our part.

Others may take our advice and profit by it.

In any case, we're in a position to get a pretty good view around the horizon and that's what we see.

Very truly yours,

STERLING TIRE CORPORATION,

Rutherford. Bennett Bates.

THE MAN TO COME

Here's a toast I want to drink
To the fellow I'll never know.
The fellow who's going to take my place
When it's time for me to go.
I wonder what kind of a chap he'll be,
And I wish I could take his hand
Just to whisper, "I wish you well, old boy,"
In a way that he'd understand.

I'd like to give him a cheering word
That at times I've longed to hear.
I'd like to give him the warm handclasp
When never a friend comes near.
I've learned my knowledge by sheer hard work,
And I wish I could pass it on
To the fellow who's going to take my place
Some day when I am gone.

Will he see all the mistakes I've made,
And note all the battles lost?
Will he ever guess all the tears they caused,
Or the heartaches which they cost?
Will he gaze through the failures and fruitless toil,
To the underlying plan,
And catch a glimpse of the real intent,
And the heart of the vanquished man?

We'll meet some day in the great unknown,
Out in the realms of space.
You'll know my clasp when I take your hand
And gaze in your tired face.
Then all our failures will be a success
In the light of the new found dawn.
So I drink to your health, old chap,
Who will take my place when I am gone.

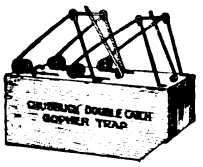
—John Field Leeper.

WHY PICK ON THE PIG?

An old farmer and his wife were standing before their pig sty looking at their only pig, when the old lady said: "Say, John, it will be our silver wedding tomorrow. Let's kill the pig."

John replied with disgust: "What is the use of murdering the pig for what happened twenty-five years ago?"

The Double Catch Gopher Trap



Here is a trap that is not like any other, for it catches the **Gopher Every Time Set.** The demand has been greater than our ability to meet. Our facilities have now been increased. These traps are going into every Pacific Coast and Rocky Mountain State.

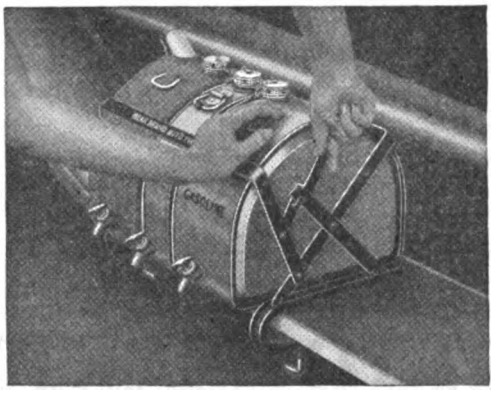
Order from your jobber. If he cannot supply you, write to us for prices and circulars.

E. J. CHUBBUCK COMPANY, Dept. H
Manufacturers
731 Market St., San Francisco, Calif.

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Sell
Bear Brand Canteens

And Your Customer Will Send His Friends to You
Your Jobber Can Supply You



No. 221 "First Aid"

Note the simplicity of operation of this improved Holder. Merely raise the front bar, push the canteens firmly against the rubber anti-rattlers and hook the latch. To remove a canteen, lift the latch and the front bar drops down.

This 100 per cent Carrier is furnished with every BEAR BRAND "Auto First Aid" (which has faucets and spouts) and also with every "Auto Combination." All steel. Will not rattle.

All of our Canteens are Air-tested and fully guaranteed.

You may back our products to the limit and we will back you.

Insist on BEAR BRAND and you can't go wrong on Canteens. A Canteen for every need.

Booklets and prices upon request.

WOOLWINE METAL PRODUCTS COMPANY

Eighth Street and Santa Fe Ave., Los Angeles, California

SALES OFFICES

OMER COX, Postal Tel. Bldg., San Francisco
STRIMPLE & COX, L. C. Smith Bldg., Seattle
STRIMPLE & COX, Corbett Bldg., Portland, Ore.
JONES & COX, Newhouse Bldg., Salt Lake City
TAYLOR, YOUNGS & COX, 426 Temple Court Bldg., Denver.
SANDS & COX, San Fernando Bldg., Los Angeles, El Paso, Arizona and New Mexico.

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I AM AN AMERICAN

My father was an atom of dust; my mother was a straw in the wind. One of my ancestors died in the mines of Siberia; another was crippled for life by the blows of the knout; another was killed defending his home during the massacres.

The history of my ancestors is a trail of blood to the palace gates of the czar. But then the dream came—the dream of America. In the light of Liberty's torch the atom of dust became a man and the straw in the wind became a woman for the first time.

"See," said my father, pointing to the flag that fluttered near, "that flag of stars and stripes is yours; it is the emblem of the promised land. It means the hope of humanity. Live for it; die for it."

Under the open sky of my new country I swore to do so, and every drop of blood in me will keep that vow. I am proud of my father. I am an American.

Cleveland Grindstones

IN GRITS FOR EVERY GRIND



CLEVELAND GRINDSTONES

The Cleveland Stone Co.

Union Building, Cleveland, Ohio

A man must either make hay for himself, or make way for others.

Profiteering dates back to the whale that swallowed Jonah and got caught with an unreasonable prophet.

FROM THE HOWELL COUNTY GAZETTE AND THE WEST PLAINS JOURNAL, WEST PLAINS, MO., NOVEMBER 25, 1920

A HEART TO HEART TALK

WITH OUR CUSTOMERS AND FRIENDS

We Wish To Call Your Attention to a Few Prices in Montgomery Ward and Company's No. 93 Catalogue

	Montgomery Ward Prices	OUR Prices
No. 3 Galvanized wash tub	$ 1.72	$ 1.50
6 Inch Elbo	.24	.25
8 inch Mill File	.18	.20
6 inch Stove Pipe	.25	.25
Champion Spark Plug	.74	.75
18 inch slim Horse Rasp	.77	.75
Stanley No. 45 Plane	15.28	15.00
Stanley Iron Smooth Planes, No. 2	4.18	4.15
Stanley Iron Smooth Planes No. 3	4.33	4.30
Stanley Iron Hack Planes, No. 5	5.57	5.50
Stanley Iron Fore Plane, No. 6	7.05	6.85
10 inch Hack Saw Blades	.11	.10
Keg of Horse Shoes, 100 lb.	8.00	7.75
Spring Curry Comb	.21	.20
1 1-2 inch Breast Strap Slide	.10	.10
100 Tubular Rivets	.28	.28
Plow Handles	.43	35
Wagon Bows	2.95	1.75
Wagon Hickory Axle	2.95	1.75
Wagon Neck Yoke	1.95	1.25
Double Tree Clevis	.33	.25
Swivel End Clevis	.29	.25
Whip Socket	.22	.20

	Montgomery Ward Prices	OUR Prices
4-qt. Glass Churn	2.45	2.50
Climax Water Fountain	.16	.13
Wagon Seat Springs	2.95	2.50
Wood Butter Ladles	.22	.15
Hame Straps, 1 inch.	.39	.35
No. 6 Horse Nails	.27	.25
25 lb. Toe Calks	2.55	2.50
No. 1 Victor Game Traps	.23	.25
1 1-2 Victor Game Traps	.34	.35
No. 2 Victor Game Traps	.47	.50
4-Tine Manure Fork	1.42	1.25
Grass Scythe	2.05	1.75
R. F. D. Mail Boxes	1.65	1.50
Fence Staples, per lb.	.07	.07
Fence Staples 100 lb.	6.50	6.00
Single bit Axes Handled	2.60	2.00
Double Bit Axes Handled	3.30	3.00
Schrader Auto Tire Guage	1.50	1.50
White Enameed Combinet Small	2.45	2.00
White Enameled Combinet, Large	3.19	3.00
Brass Wash Boards	1.09	.75
Mop Stick	.45	.35
Wagon Cover	12.15	10.00

AID HARDWARE CO.

C. T. AID, President

"AID" IN MAIL ORDER COMPETITION

Yes, our caption aims at a pun, but it is not nearly so good and true a joke as it is in fact, for the Aid Hardware Co., at West Plains, Missouri, has, we believe, hit on the very soundest and most effective means of checking mail order houses in their community.

They do not speak of the subject stealthily and quietly, offering confidential discounts. On the other hand, in a full page advertisement in their local paper they have a heart-to-heart talk with their customers, and right out in bold type quote their prices on various items in comparison with catalog house prices. So that our readers may see just how it is done we have reproduced a part of their announcement.

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In the Dead of Winter—

IN the dead of winter you can greatly increase your profits and strengthen the good-will of your customers by selling "PEERLESS PRODUCTS FOR FORD CARS."

The demand for PEERLESS HONEYCOMB RADIATORS is not seasonal. When other lines of your business become dull and inactive, you can rely on the PEERLESS for strong, steady sales.

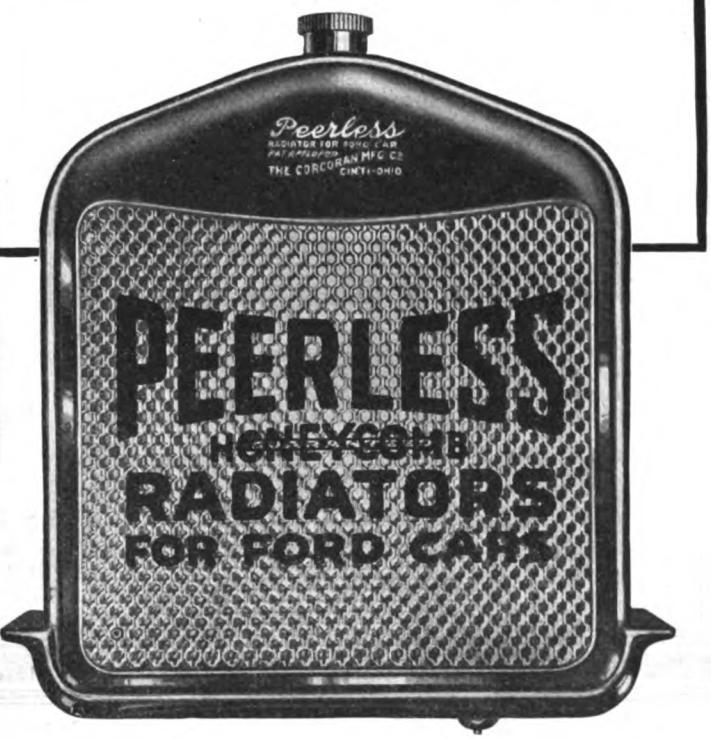
Winter or summer, the reliable Peerless Radiator for Ford cars offers unsurpassed sales opportunities. The ever-increasing replacement of radiators makes ours an unusually good proposition for DEALERS.

Retail Price, $25.00

Ask Your Jobber, or Write Direct

THE CORCORAN MFG. CO.

Dept. 14, Norwood, Cincinnati



The Peerless Guaranteed Honeycomb Radiator is designed to meet all requirements for Ford cars. Its unique core construction, which gives it so much cooling surface, also permits of a flexibility that will withstand freezing.

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WAUSAU

SANDPAPER

To the Hardware Merchants of the United States:

We are spending our advertising money **for you,** locally; not **at you,** in National Consumer Media.

Send for details of our local advertising campaign, for creating active demand for

Wausau Flint Paper

and other Wausau Abrasive products.

"CHIEF RUFF-STUFF"
The Winning Card

This catchy Indian character is featured so cleverly that it will sell not only sandpaper in large quantities; but will put a quick-step move on carpenters and painters tools and supplies; and on scores of things that the home-tinkers and their wives and children buy.



Send for our Book "Sandpaper Sales Tips" by Chief Ruff-Stuff. It will help in a thousand ways in gingering up your whole sales force

WAUSAU ABRASIVES COMPANY - 116 S. Clinton St., Chicago

Pacific Coast Representative
Sprake Sales Co., Inc.
822 Higgins Bldg., Los Angeles

Also San Francisco,
Portland and Denver

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AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins and Wagon Covers

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

San Francisco, California
Office: 509 Postal Telegraph Bldg.

Los Angeles, California
Office: 124 South Los Angeles St.

There are Many Reasons

FOR THE CONTINUED AND INCREASED GROWTH OF OUR TRADE

If you are one of our customers you know them.

If you are not one, we want the opportunity of showing you why it will be to your interest to send us your orders.

NASH HARDWARE CO.

(WHOLESALE ONLY)

SHELF AND HEAVY HARDWARE

FORT WORTH
WICHITA FALLS

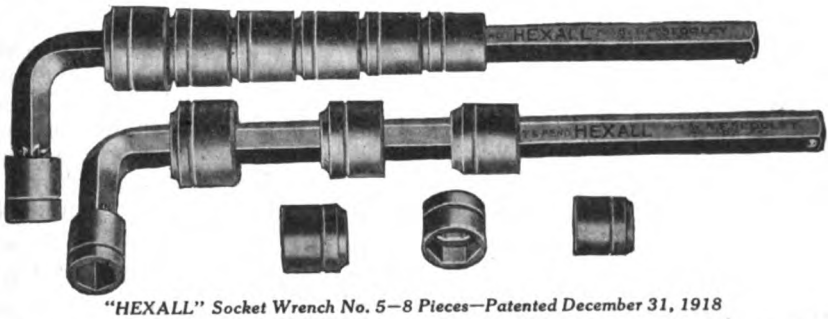
At Your Service Since 1872

"HEXALL"

Trade Mark Reg. U. S. Pat. Off.

SOCKET WRENCH No. 5

is a favorite with motorists. Get your trade familiar with it; display it on your shelves and in your cases. Set No. 5 (illustrated) contains 10" handle, made from ½" Hexagon Steel. 7 Hexagon Sockets. Sockets pack neatly on handle when not in use. Friction ball prevents them from falling off. There are seven sets — a "HEXALL" for every need. This guarantee goes with every sale:



"HEXALL" Socket Wrench No. 5—8 Pieces—Patented December 31, 1918

"Break Any "HEXALL" Wrench and We Repair It—No Charge"

R. F. SEDGLEY, Inc. *Est. 1897*

ALSO MAKERS OF "BABY" HAMMERLESS REVOLVERS

2311-13-15 North 16th St., Philadelphia, Pa.

Pacific Coast Representatives:
McDONALD & LINFORTH, San Francisco, Cal.

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LOSE A FEW SLOW PAYERS

"NOW is the time for all good business men to look to their books."

Not only because it is nearing the end of this year and the first of next, when the annual income tax contribution to Uncle Sam must be made, but moreover because these are critical times for the business men. The market must be carefully watched. Not only the market, but his house must be kept strictly in order.

Not the least important member of his household family is his accounting department, his cost, profit and loss figures.

When you figure that you pay the bank 8 per cent or more for money that you borrow and that your slow-pay customers pay you not a cent for the money that they borrow from you, it will well repay you to reduce the slow-pay customer to a minimum.

It is from the number of these delayers, these procrastinators, that your bad bills arise. These are the leeches of your profits. Therefore, arm yourself against them, and reduce them to a mere handful, perhaps to a mere nothing.

You need more money to buy new goods and yet you are selling your present stock at close price, perhaps at a lower price than you paid for it, for you must have money, you must have goods, you must increase your turnover.

Three Classes of Procrastinators

These steady boarders on your books may be divided into three classes: Those who can't pay, those who can pay and don't, and the unknown, those that you don't know about.

To the first class who cannot pay, extend no more credit. Clean them up as best you can. Isolate them so they cannot spread, breed and increase.

For those who can pay and don't, use a policy of firm tact. Call on them more and more frequently, be tactful and honest, be business-like and at the same time show them that in all decency to you and justice to the business of the community, they cannot afford to let their bills remain unsettled from month to month.

As to the third class, the unknown, here is where a business men's clearing house or a community credit bureau comes in to good advantage. If such an association of credits or credit or credit men does not exist, it will repay you to become a moving spirit for the organization of such a bureau. Thus when a customer wants to open a new account with you, go to your fellow merchant and find out what his record has been. If he comes from another town or another community or gives you another reference take it up with headquarters and find out what his past record has been.

Require "References" of Your Debtors

If you were hiring a man you would give some attention to his past. When you are mortgaging your house or drawing money from the bank you may be sure that your own financial standing is carefully investigated. Therefore, you should take the same precaution. It amounts to friendliness in the end, this investigation of credit standing.

When the account is opened, a business-like arrangement for the new debtor should be made and put on paper. Thus if he defaults in his payment, you will know immediately when to be careful, when to beware, and when to apply the brakes.

When all is said and done, be not afraid now and then to lose a customer, particularly one of those slow paying imposing fellows. They are the leeches on the side of your business, and suck the life-blood from your profits. Do not nurse them, thinking they are living creatures. They are not. Do not consider all customers equal. Reduce the number of the weak and the strong will flourish exceeding great and multiply.

MAY HE REST IN PEACE

Breathes there a man with soul so dead,
Who never to himself hath said:
"My trade of late is getting bad,
I'll try another ten-inch ad."
If such there be, go mark him well,
For him no bank account shall swell;
No angel watch the golden stair
To welcome home a millionaire.
The man who never asks for trade
By local line or ad displayed,
Cares more for rest than worldy gain.
And patronage but gives him pain.
Tread lightly, friends, let no rude sound
Disturb his solitude profound;
Here let him live in calm repose,
Unsought except by men he owes,
And when he dies go plant him deep,
That naught may break his dreamless sleep;
Wherein no clamor may dispel
The quiet that he loved so well;
And that the world may know its loss,
Place on his grave a wreath of moss;
And on a stone above: "Here lies
A chump who wouldn't advertise."

JOHANSSON ACCURACY STANDARDS

An individual set of accuracy gauge standard blocks has been announced by C. E. Johansson, Inc., of Poughkeepsie, New York, nationally recognized manufacturers of instruments for precise and exact measurement, so that "Johansson Accuracy" has become an established term.

The gauging blocks are issued in a small black case, which can be fitted into the pocket, including the five blocks from 1-inch to .00001 inch. With it, it is possible to obtain 31 different sizes of a guaranteed accuracy.

The price of the complete Johansson individual set, insured, postage prepaid, is $38.00. It can be supplied direct from the factory or to the western trade from the Dowd Sales Co., 320 Market Street, San Francisco, direct representatives of the manufacturer.

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K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers. The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.



"600" Board, Assortment of Ford Necessities

The Mossberg reputation for strength and service helps you to make your sales—it builds your business. Write for complete 1920 catalog.

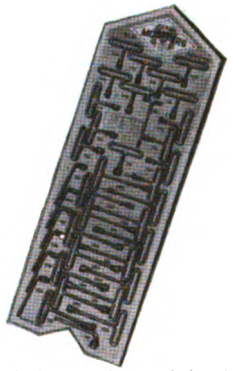
BRANCH OFFICES

Chicago, Ill., 180 N. Market Street.
San Francisco, Cal., 626 Underwood Building.
Los Angeles, Cal., 503 Equitable Building.
Seattle, Wash., 214 Maritime Building.
Dallas, Texas, 1129 No. Beckley Avenue.
Atlanta, Ga., 314-315 Chamber of Commerce Building.
Foreign Sales Office, 47 Broadway, New York City.
Montreal, Quebec, Drummond Building.

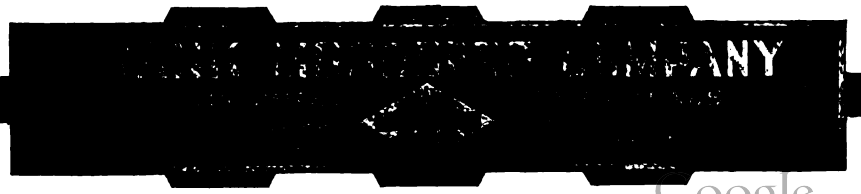
WALTER I. TUTTLE,
President and General Manager

FRANK T. CHASE,
Treasurer and Sales Manager

EVERETT L. FORD,
Secretary and Superintendent.



'H' Board of All Steel Socket Wrenches



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WORRYING ABOUT IT

The hardest part of any job
Is worrying about it;
Your joy to kill, your rest to rob,
Is worrying about it;
The lowest spot to view a hill
Is from the bottom; higher still
It looks each moment that you kill
In worrying about it.

But, if you start to climb, you soon
Quit worrying about it.
Quit waiting, wishing for the moon
And worrying about it.
A human task just grows and grows
By putting off; time may disclose
'Twas easier than you suppose—
Quit worrying about it.

Just buckle up and buckle in—
Quit worrying about it.
By work, not worry, you will win—
Quit worrying about it.
A task is easy once begun;
It has its labor and its fun;
So grab a hold and do it, son—
Quit worrying about it!

The new autoist may pay his ten dollars for repairs cheerfully; but his wife's "I told you so!" is a joy-extinguisher.

DER TAG

When a slump shall come and swat us, bringing forty kinds of woe, and the sheriff comes and trots us to the court where bankrupts go, then we'll wonder, oh, we'll wonder, why, in booming, bulging times, when the trees were growing plunder, we refused to save some dimes. When the slump that's been predicted by the wise men everywhere comes along and we're afflicted with a poorhouse bill of fare, then we'll do some idle raving and we'll kick ourselves a verst, for we didn't do our saving when the boom was at its worst. Now that everything seems sunny and our chances are the best, it's a time to put some money, with some moth balls, in a chest; put it down with cedar shavings so the insects won't annoy; for the man who has his savings is the wisest kind of boy. Soon this crazy boom may trundle to the tomb, in ghostly robe; then the man who has a bundle is the man who'll ride the globe.

—Walt Mason.

"A light heart makes light work."

Above all, stick. That is the first law of winning. You may make mistakes; you may be misjudged; the fight may tire you and the half way spirit tempt you; but stay with it—stick. The world will forgive you for failing, but never for quitting.



TUNGSTENS *Kentucky* NITROGENS

"The Lamp with the Life"

A Licensed Brand No Contracts Necessary

Quality Guaranteed



Mr. Dealer:

A sale is never completed satisfactorily until your customer returns and requests the same brand from you. This signifies that your judgment in selecting merchandise for your customers is fully approved by them and assures you of their continued patronage—**KENTUCKY LAMPS REPEAT.**

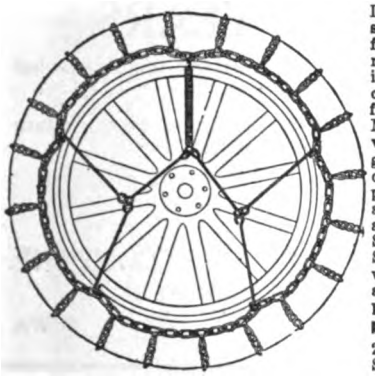
If you do not know the name of the Kentucky Lamp Distributor in your vicinity, write us

LLOYD SALES AGENCY, Inc.

Sole Factory Agents for Pacific Coast Territory
Monadnock Bldg., 681 Market Street
San Francisco, Calif.

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SAVE YOUR FENDERS Merchant's Anti-Skid CHAIN TIGHTENER



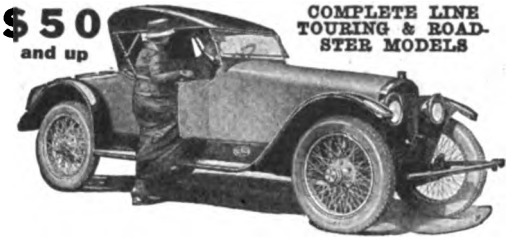
Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.

Stylish Fidelity Bodies for Ford and Chevrolet

$50 and up

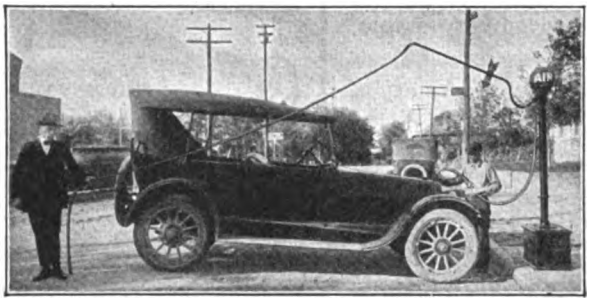
COMPLETE LINE TOURING & ROADSTER MODELS



If you are selling, or intend to sell, AUTOMOBILE ACCESSORIES send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

THE ROMORT AIR & WATER STATION



Showing Model S-A in Use



Model "S-B"

Brings New Customers to Your Doors

Bringing new customers to your door is one thing, but sending them away enthusiastic, a booster, appreciative and satisfied with your service, is another—the Romort Air and Water Station does both without time, trouble or effort on your part and at practically no expense.

CLEAN — QUICK — EFFICIENT

Car owners go out of their way to use the Romort, for they know the air hose never touches the ground, becoming dirty and grimy to soil the hands and clothing, and water service is ever available without trouble and loss of time.

The Romort is built in five styles, operating with supply tanks, or automatically controlled pumps, separate from or in the base of the station.

It will pay you to investigate.

Write our sales department today for full details.



Model "S-D"

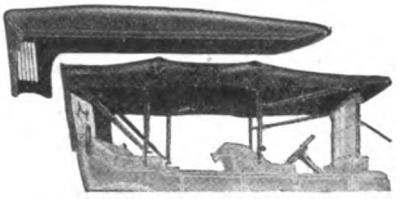
Manufacturers
The Romort Mfg. Co.
Oakfield, Wis.

Sales Dept.
The Zinke Co.
1323 Michigan Ave.
Chicago, Ill.

Made by the makers of the Famous Romort Air Valves

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LOCKWOOD
Auto Top Re-Covers



Lockwood Top Re-covers are cut to fit perfectly. Make the old car look like new again. Easily adjusted in one hour's time. Cars with tops that sag and leak are a reflection on the character of the owner. Shabby tops are unpardonable. Lockwood Top Re-covers are guaranteed to fit all automobiles made in America.

Write today for a Lockwood catalog.

LOCKWOOD MFG. CO.
NEW YORK KANSAS CITY - BUFFALO CHICAGO

FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

EMPKIE-SHUGART-HILL COMPANY
WHOLESALE HARDWARE
COUNCIL BLUFFS IOWA

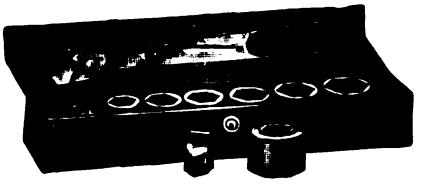
GET FULL MEASURE OF SPRING
WEAR



The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement
are sold—years of successful usage *back* of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage, and bother.
Best for the *dealer* because they deliver greatest worth in wear to *user*. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 141, Racine, Wis.

NO BOLT—NO HOLE—NO HUMP—NO JOLT



UNIQUE

LANE'S
Ratchet Socket Wrench Sets
and "*SUPER-UNIQUE*"



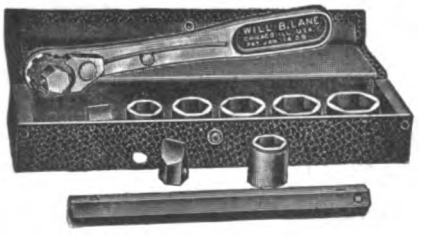
(Trade Marks Registered)

DEALERS: NOTE THESE SELLING POINTS:

Round Sockets, Turned from Solid Steel Bar
Broached Hexagon Openings. Guaranteed Against Wear and Spreading

NO PROFITEERING IN OUR PRICES

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by
Will B. Lane
Unique Tool Co.
180 N. Dearborn St.
CHICAGO, ILL., U. S. A.

W. H. WILBURN,
Western Representative
602 Williams Building,
Mission and Third Sts.,
San Francisco, Cal.



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CHAS. H. WOHRER, President

Mountain States Hardware & Implement Association, whose annual convention will be held at Denver, January 25 to 28. Mr. Wohrer has been very active in the work of the Association and is a firm believer in cooperation. Every indication is for a very large attendance.



WALTER W. BASS, President

Nebraska Retail Hardware Association, whose officials will give a splendid account of themselves at their convention to be held in Omaha, February 1 to 4. Nebraska merchants always have a good convention. There will be 102 new member faces this year.

SAFE TO ORDER AT PRESENT PRICES

Editor HARDWARE WORLD:

We believe that the conditions of this country are healthy, and as the U. S. Steel Corporation has not reduced its price on steel and other manufacturers seem to feel that the prices on steel might naturally advance as soon as orders come in more freely after the first of next year, as expected, and as the cost of skilled labor, particularly in the manufacture of our line of tools, has not been reduced, and as the cost of handle timber is higher than ever before and on account of the scarcity of same it is liable to go higher, we believe that present market prices on axes and logging tools are reasonable and that the merchants are perfectly safe in ordering to the extent of covering their natural requirements.

There seems to be a feeling that the railroads are liable to be in the market for very large quantities of steel and other merchandise before long and that after the first of next year it will become increasingly difficult to obtain steel, and as the stocks in jobbers' hands are as a rule not large and there seems to be a feeling that there will be a good demand for tools next year, we believe it would be a mistaken policy for merchants to defer making purchases on account of present unsettled conditions. We are looking for a stable axe and logging tool market for a considerable period ahead.

Very truly yours,

Warren, Ohio. WARREN AXE & TOOL CO.

Rule 2 for motorists in Japan reads as follows: "When a passenger of the foot heave in sight tootle the horn trumpet to him melodiously at first. If he still obstacles your passage tootle him with vigor and express by word of mouth the warning: 'Hi, hi.'"

Just because a man pays for your time is no reason to assume that he pays for nothing else.



NEW GREASE CUP COUNTER DISPLAY

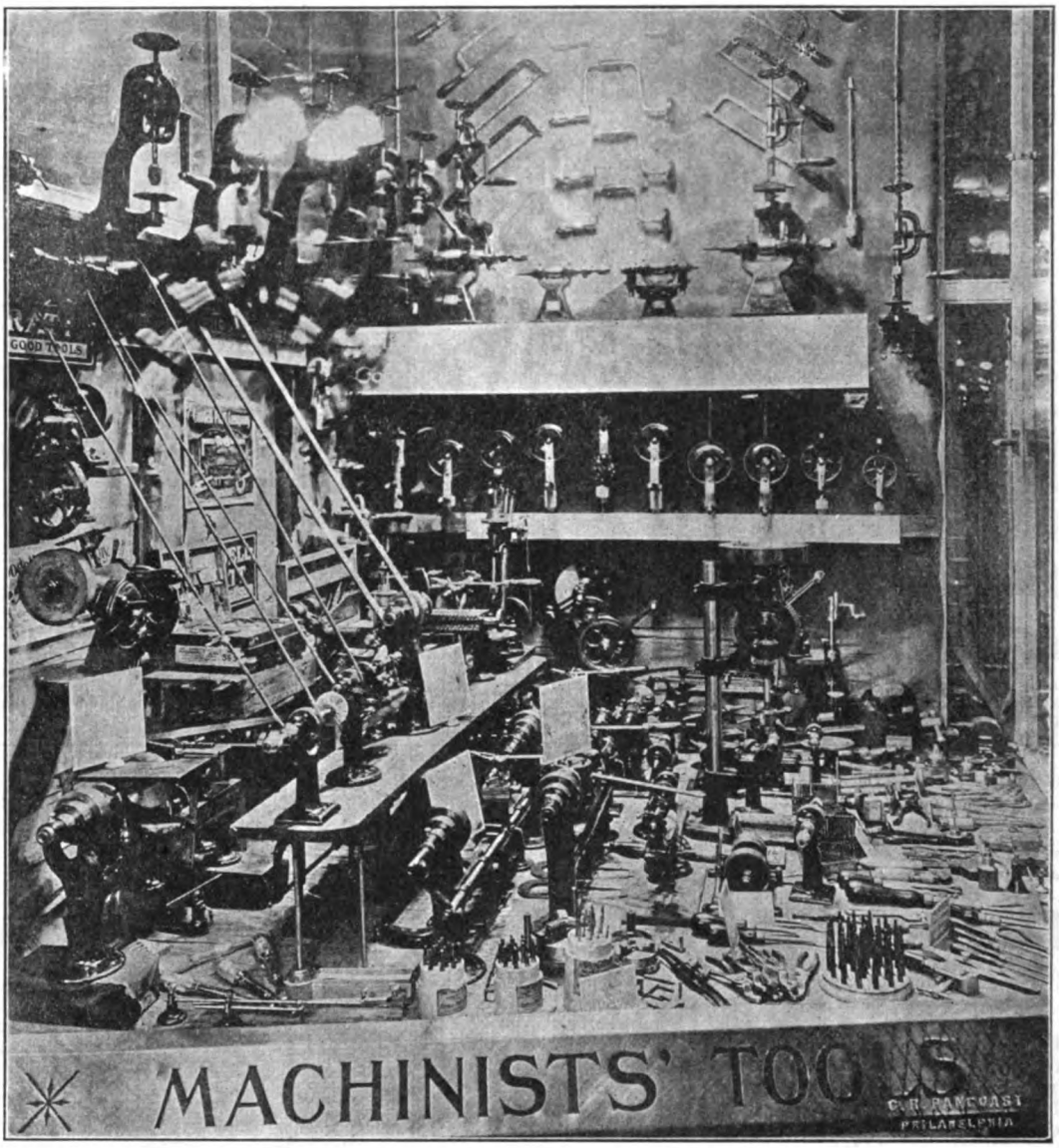
The Bowen Products Corporation through their Auburn Division, at Auburn, New York, announce a novel grease cup display box for the automobile accessory trade. We have known of various counter sundries and specialties being exhibited on display racks and in display boxes, but seldom before have grease and oil cups been so effectively displayed. With the new Empress grease and oil cup counter display the merchant may carry a complete stock at a small investment. These goods are sold entirely through the jobbers.

The Bowen Products Corporation has factories at Auburn, Cleveland, Detroit and Minneapolis, and sales offices at New York, Chicago, San Francisco and Boston.

Enthusiasm arouses your whole being and causes you to transform your dreams into reality!

Honking your horn doesn't help so much as steering wisely.

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The hardware merchant in general has realized the importance of window displays and store displays in selling his merchandise. Lately there has been a tendency to feature specialties in the windows—automobile accessories, paints, roofing or household goods.

Yet it has been demonstrated that high-grade hardware and tool merchants can display their staple lines in the window and realize a return in sales. Here is one of the window displays of William P. Walter's, 1233 Market St., Philadelphia, Pennsylvania, one of the many up-to-date merchants who appreciate the advantage of standardization of lines to obtain quick, profitable turn-overs.

They have made a most effective display of Goodell-Pratt tools in their window and we would commend their arrangement as well as their idea.

The naked hills lie wanton in the breeze,
The fields are nude, the groves unfrocked.
Bare are the limbs of the shameless trees.
No wonder the corn is shocked!

"It may be trite to say that the only way to get happiness is to give it, yet a lot of people don't seem to have learned it."

"Until you learn that work is your best friend—not your worst enemy— you will never get very far—except downhill."

THE LORD PROVIDES

The evangelist was entreating his hearers to flee from the wrath to come. "I warn you," he said, "there will be weeping and wailing and gnashing of teeth." At this point an old lady in the gallery stood up. "Sir," she interrupted, "I have no teeth."

"Madam," said the evangelist sternly, "teeth will be provided."

"Triumph" is a great word. Yet "Umph" doesn't amount to much. It's the first syllable that counts—"Try."

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Prepare More and More for a Buyers' Market!

You want a big, successful season in Tires.

The Hardware Trade has worked up a tremendous business in this product and there is no reason why it can't be made even more profitable.

The one *sure* way to do it is to start, right foot foremost, *with the proper tire!*

It will be a buyers' market, everybody agrees —quality will talk as it never talked before.

It is no time for experiments—start in on a solid basis with a tire KNOWN for real quality.

Push Diamonds—the business is there for you —and it's there BIG.

Diamond
TIRES

FULL OF LIFE

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NO GENERAL REDUCTION FOR FIRST SIX MONTHS

Editor HARDWARE WORLD:

Our product, garden cultivators, not being required for use until spring, makes business quiet with us at the present time. We are not pessimistic, because we are satisfied that these conditions are but temporary. It is our honest opinion that very soon after the first of the year, retail merchants will realize that if they are to be assured of necessary stocks for spring trade, they will have to begin placing orders with the jobber, who in turn will go to the manufacturer, and here is where we expect business to take on new life.

As to prices, the dealer knows that prices have not advanced on hardware in proportion to most other lines. He also knows that several things have recently happened to prevent even the moderate reductions which otherwise might have been made by the manufacturers of hardware lines.

He knows that in most cases, labor costs have not been reduced as yet. He is familiar with the heavy increase in freight rates. He knows that a few items of material have actually mounted higher, as for example, wood handles, which with us is an important item.

Consequently, he does not expect the manufacturer to materially reduce prices under these conditions and he looks to the buying public to eventually appreciate these facts and thus not to expect hardware prices to decline in the same ratio as clothing, dry goods, shoes and many other lines.

To sum it all up, we believe that unless the law of supply and demand should take an extraordinary turn and completely overshadow all other factors in the matter of prices, there can be no material reduction in prices of hardware in general for at least the first half of 1921.

Furthermore, that the merchant, who in spite of the price question, determines upon the policy of maintaining an unbroken stock of standard goods, will enjoy a fairly good spring trade and profit thereby.

We believe that by that time necessities will come in for their normal demand and that this will especially apply to hardware and kindred lines.

Sincerely yours,
C. S. NORCROSS & SONS,
Bushnell, Ill. L. R. Norcross.

ADVISABLE TO BUY NOW

Editor HARDWARE WORLD:

To the dealers selling a line of kitchen utensils and galvanized ware, we would advise that they unhesitatingly purchase their full requirements during January. Manufacturers, since the announcement of the cost of raw materials, have now reduced their selling prices to the new raw material cost basis, and as long as the new cost is in effect there can be no further reductions.

We expect jobbers to resume their buying again about the middle of January in preparation for a large and wholesome business, and we believe we will see advances in prices during the second quarter of the next year.

Yours truly,
SCHLUETER MFG. CO.,
St. Louis. W. H. Schlueter, Pres.

J. O. Hall of Mexico, Missouri, has bought the Mexico Hardware & Furniture Co. stock from R. L. Gooch and J. W. Perkins.

The Ophiem Hardware & Implement Co. is the new owner of the Marsh Implement stock, at Ophiem, Montana.

NORMAL BUYING GOOD POLICY

Editor HARDWARE WORLD:

So far as the products which we manufacture are concerned, it is apparent that the stock in the hands of the dealers and distributors is very light and in very many cases is so depleted in respect to sizes that proper care cannot be given to the consumer. We believe that most of the falling off in buying is due to three things:

1. Usual dullness during the holidays and until after inventory.
2. Gradual readjustment of the credit situation.
3. A general doubt on the part of many which is more the result of fear than anything else.

We are firmly of the opinion that normal buying of our products on the part of the dealers will start by March 1. If this is so, the jobber and distributor must naturally make preparations earlier than this in order to care for the dealers' demands. We are therefore looking for a return to normal conditions within the next thirty days.

Yours very truly,
MAYHEW STEEL PRODUCTS, INC.,
New York. J. B. Parsons, V. P.

LOWER PRICES NOT IN SIGHT

Editor HARDWARE WORLD:

We believe that both the jobber's and retailer's stocks are somewhat depleted and that it is but natural that the jobber will purchase in the customary way after the New Year, or we assume that the jobber will place his business in the regular volume with the anticipation that orders will receive more prompt attention than they have, unfortunately, in the past abnormal times.

From the present outlook we do not see that there is to be any chance for the lowering of prices; at least they are not as yet in sight, and we believe that the jobbers would be justified in placing their orders liberally with the manufacturer in view of the above statement.

We, like other manufacturers, are preparing for a good healthy volume of business after the New Year from the jobbing hardware trade.

Hoping this is the information you require, we are,
Yours very truly,
E. C. STEARNS & CO.,
Syracuse. T. M. Gallavin, V. P. and Sales Mgr.

ALL SHOULD COOPERATE

Editor HARDWARE WORLD:

In our opinion, dealers and jobbers should keep up their stocks as the trade demands. Unless they do, it is our opinion that the manufacturers will either be closed down entirely, or be working very few men and the production costs will go up, and should they come into the market for the various classes of merchandise all at one time, they will find the same conditions confronting them as we had last spring.

We are looking forward to a very healthy demand on all of our factories after March 1.

If the jobbers will place their orders, so that the manufacturers can work on same during the next sixty days, they will be doing their bit towards restoring staple business in this country.

Yours very truly,
C. N. & F. W. JONAS,
Chicago. C. N. Jonas

Four hardware dealers of Calexico recently cooperated in a fire prevention campaign, offering fire extinguishers at absolute cost. Those participating in the campaign were: T. J. Worthington Co., Weed Bros. & Company, Edgar Bros. Co., and the Imperial Valley Hardware Co.

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DISPLAY THEM



You Sell Them

Reichert Emergency Tire Chain

No. 220

Esily and quickly adjusted when you are in trouble. So simply constructed a child can install them. Place the maHeable clamp on the spoke, then slip the chain over the tire and hook the snap in the loop—that's all. No jacks or tools are required.

A set of four chains, packed in a bag, is suffifient to pull you out of the mud, sand or snow. No car complete without this accessory. It is cheap safety insurance.

Write for full information and trade prices.

Write us for name of your nearest distributor

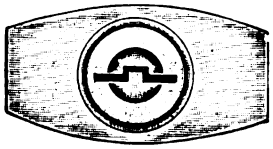
IMPERIAL BIT & SNAP CO.
RACINE, WIS.

King "Multi-Tumbler" Padlocks



Built to Serve Every Padlock Need



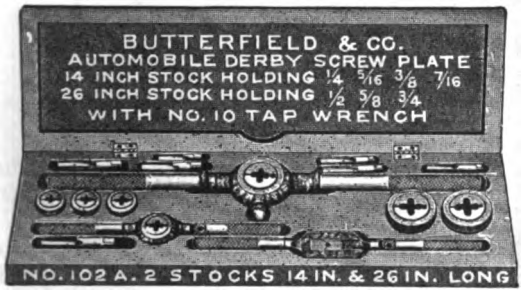


Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

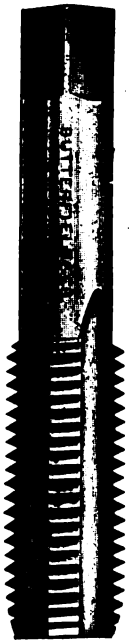
Guaranteed to give satisfactory service—the customer to be the judge.

THE KING LOCK CO., CHICAGO, ILL.
SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

The name of "BUTTERFIELD" on any tool
Is a Guarantee of Accuracy, Service and Long Life



Automobile Screw Plate No. 102-A shown herewith, is one of the most popular sets on the market, and for this reason, one of the easiest to sell.



Send for a copy of our new Catalogue No. 18, which shows the complete line of Butterfield Tools — **Taps, Dies, Reamers, Reece's and Derby Screw Plates**—the finest and most profitable line any jobber could possibly handle.

BUTTERFIELD & CO., Inc.
DERBY LINE, VERMONT

CHICAGO STORE,
11 South Clinton Street.

PACIFIC COAST REPRESENTATIVE,
Mr. V. S. Walsh, 560 Mission St., San Francisco, Cal.

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OBLIGATIONS OF TRADE NOT ONE SIDED

The obligations of manufacturer and jobber in their relationship to each other are not as one sided as might be indicated by the stand some jobbers have been inclined to take, particularly during this first part of the readjustment period, which has been felt so keenly by manufacturers in our lines.

The jobber too owes an obligation to the manufacturer on whom he is dependent for merchandise with which to conduct his business, but in the last several years, during which the jobber has enjoyed an unprecedented demand for merchandise, the obligation has been on the side of the manufacturer, who has had to strive to do his part in supplying the jobber with the merchandise he so much needed. For the most part, the manufacturer has fulfilled his part with considerable credit to himself.

Today the situation is reversed; the manufacturer finds himself able to produce merchandise but with a very marked curtailment in demand on the part of the jobber. Only part of this curtailment is due to a lack of activity on the part of the consumer—as one of the country's largest hardware jobbers stated in a talk given in St. Louis last week at the convention and exhibition of the Automobile Accessory Branch of the National Hardware Association—"The jobbers' shelves are empty."

Even though this is only in part true, the jobbers could offer the manufacturer a great deal of encouragement by taking careful stock of their own business, looking the fact squarely in the face that any depression in this big, rich country of ours is largely mental and cannot last long, and then anticipating their future needs by placing orders for spring delivery at this time, such orders of course being subject to any changes or revisions that may become necessary as time progresses. This fact alone will establish a confidence on the part of the manufacturer and permit him to continue in operation by building the merchandise to take care of these orders when the spring demand comes.

Jobbers for the most part are reluctant to offer any encouragement to the manufacturer at this time as to when they may again want merchandise. This isn't a healthy viewpoint to take, particularly now when the great desire on the part of all business is to get back to a normal footing as quickly as possible.

The same situation of course applies to the retail hardware store and his obligation to his jobber, and with the encouragement that comes by the retailer anticipating his spring needs at this time to the jobber and the jobber in turn to the manufacturer, the wheels of commerce can be kept moving through these winter months and we can enter the spring trade with a new enthusiasm and a renewed spirit of optimism, which is the biggest asset this country has.

Very truly yours,
SANFORD BROTHERS,
Chicago. C. D. Pettingell.

ADVISED PLACING FOR FIRST HALF OF YEAR

Editor HARDWARE WORLD:

On the assumption that the object of engaging in business is to distribute merchandise to the consumer, making a legitimate profit on each transaction, it follows that to buy is fully as important a duty as to sell, and certainly should be done with as much alacrity.

Our function in the present system of distribution being the marketing of products of many manufacturers to the jobbing trade, we have counselled with our customers for the past several months the placing of orders for their requirements well into the first half of the coming year, 1921.

We have urged the placing of orders more frequently, and a reduction of the specifications in each and every order. We have been led to suggest this course for the following reasons: If a manufacturer has no orders, he has no means of knowing what merchandise will be needed, consequently he is unable to supply the jobber when the goods are wanted; if the jobber has no goods with which to fill orders, the retail merchant cannot supply his customers, resulting in dissatisfaction on the part of the consumer and loss of profit to the retail merchant, the jobber and manufacturer.

We have asked our friends to curtail their specifications in order that there might be some goods for each, resulting in a more general distribution. Believing that business as now conducted requires the services of each, the manufacturer, jobber, retail merchant, buyer and salesman, and that each is entitled to a fair remuneration for the service rendered, we have tried to sell only the goods needed, as needed, believing this to be the proper purpose of all business.

A small legitimate profit on each transaction and a frequent turn-over is certainly safe, fair and satisfactory method of procedure. Speculation in merchandise means an attempt on the part of some of us to secure more than his legitimate share of the remuneration, possibly at the expense of the rest of us.

While this speculation may be legitimate, it is a business apart from merchandising. On the assumption that our position is correct, partially at least, those of our jobbing friends far removed from markets will have placed their orders considerably in advance of the issue of this journal, and those nearer the source of supply will have placed orders by the time of the appearance of this article.

JOHN H. GRAHAM & CO.,
Wirt B. King, Mgr.

Two of the hardware stores at Parlier, California, have changed hands. John J. Ruth, Henry Ringelman and O. C. Krehbiel are proprietors of the former Eymann-Suderman Hardware Co. F. E. Sperry is owner of the former business of Shank & Schumacher.



THE Royal Self Heating Iron

Over 1,000,000 Sales Prove its Worth and Merit. Gives You Good Profit. Satisfies Your Trade.

FREE TO ROYAL DEALERS

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Lithographed Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

Above Selling Helps will be mailed promptly to any Royal Iron Dealer on request

ROYAL SELF-HEATING IRON CO.
575 WAYNE ST. BIG PRAIRIE, OHIO

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NEW ERA



BUILT to stand the strongest possible test—yet light enough to harmonize with the structural lines of any car.

Absolutely guaranteed against any accident—regardless of cause.

Okayed by Underwriters Laboratories. 100% interchangeable for all cars.

Dealers: Your jobber can supply you on short notice. Send for catalog.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Avenue
Grand Rapids, Mich.

"Better" SPRING BUMPERS



A Sure Way to Better Lubrication

and a substantial increase in sales is to recommend and sell

Dixon's Flake Graphite

It is the original lubricating graphite sold for years in the red tins. It has outlived many competitors because it is a good product, carefully prepared and uniform in quality.

No doubt you have a can on your shelves for a call. But why wait for a call? Recommend it to your next power plant customer for cylinder lubrication. We will gladly send Booklet No. 230C, telling just how it can be used and giving you many selling points.

JOSEPH DIXON CRUCIBLE COMPANY
Jersey City, New Jersey
Established 1827

RELIABLE JACKS

A Splendid Source of Profit for Hardware Dealers

How many hardware dealers appreciate the possibilities of a good line of automobile jacks? Live dealers are exploiting "Reliable" Jacks with profit to both themselves and their customers.

Why not YOU?

You can merchandise Reliable Jacks as successfully as you can any other tool; they are nationally known and their presence in your stock means new and desirable business for you.

Write for the Reliable Catalogue or ask your jobber.

Elite Manufacturing Company
ASHLAND. OHIO



No. 1
"RELIABLE"
Screw Jack

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DEALERS WHO KEEP STOCK UP WILL PROFIT

Editor HARDWARE WORLD:

Hardware is a necessity and not a luxury, which in a measure accounts for the firm position hardware is maintaining in the face of extreme and radical recessions in prices of basic elements such as wool, silk, leather and other articles which are required in the manufacture of a great many luxuries.

There cannot be, therefore, a recession in prices of hardware equivalent to anywhere near recessions made in some of the luxury commodities.

Agricultural sections of our country are very prosperous and are continuing to buy what they need from day to day. Buying on the part of the hardware jobber and hardware dealer, therefore, should be continuous for reasonable needs. Stop buying and you will precipitate short stocks with slowing down of the manufacturing units, which will reflect itself in next season's prices.

There are a great many commodities which have not been produced in normal quantities, particularly in the hardware field, and with great booming in the building operations which we have every reason to expect, there will surely be a tremendous demand.

Dealers who keep their stocks reasonably well replenished will receive profits on turnovers they are sure to make, whereas dealers who lose sales on account of not having goods in stock will be at a disadvantage in holding their trade.

There is surely developing a greater realization of the need of cooperation by the manufacturer with the hardware jobbing and retail hardware merchants, which will react for the good of all, including the consumer. Business fundamentals are sound and with restored confidence, which is now dawning, spring of 1921 should bring forth the beginning of a wonderful period of prosperity.

Very truly yours,
THE BASSICK COMPANY,
Bridgeport. A. E. Belisle, Asst. Secy.

CONSERVATISM IS ADVOCATED

Editor HARDWARE WORLD:

In our opinion the motto of the retail hardware dealer should be conservatism. We believe this also applies to the implement trade and in a greater degree.

During the last six months we have had a very marked decline in volume of sales in implements, harness, wagons, buggies and heavy hardware. Shelf hardware has not been affected so much. We all know the causes, viz: Tight money and the natural tendency to buy lightly on a declining market.

We are going over our future orders carefully, revising them, and cutting down where we think it advisable.

We must all bear our share of the readjustment, and for our part we should like to see it come a little faster than it has.

Yours truly,
U. L. COLEMAN HDWE. CO.,
Marionville. B. R. Coleman.

B-O-O-S-T

Boost and the world boosts with you,
Knock and you are on the shelf,
For the booster gets sick of the man who kicks
And wishes he'd kick himself.

Boost when the sun is shining,
Boost when it starts to rain.
If you happen to fall, don't lie there and brawl,
But get up and boost again.

EMPHASIZING MADE IN AMERICA PRODUCTS

Editor HARDWARE WORLD:

Perhaps ours is a peculiar case, as we control a patented steel, but we have laid great stress on the hardware and cutlery phase of this, and have cooperated wherever possible with the cutlery manufacturers by advertising them, and with the department stores in the various cities, by featuring the fact that Stainless cutlery can be bought at their places of business. Further than that, we do not feel that we are in a position to make any statements other than the fact that we are not at all pessimistic regarding the future.

There seems to be a great deal of pessimism in the automobile trade—an industry in which we are very much interested, in that Stainless steel is used in rather large quantities through the construction of automobile engines. We believe this slump is only a temporary one and we are urging our licensed companies to push, as far as possible, sales in this field.

In the hardware field, we cannot but hope that the wholesaler and particularly the retail merchants should anticipate a possible "dumping" of foreign goods by having well selected stocks of articles made in this country. We are trying to emphasize this "Made in America" feature as much as possible in our advertising.

Sincerely yours,
AMERICAN STAINLESS STEEL CO.,
Pittsburgh. W. H. Marble, Mgr.

NORMAL CONDITIONS AT THIS SEASON

Editor HARDWARE WORLD:

The volume of business is declining in some sections in this territory. Consumers are holding off in their buying expecting concessions in prices. Naturally retailers are reducing their stock accordingly. It is a normal condition under the circumstances and will continue until a new commodity level is established, based upon the cost of production.

When this is apparent, business will pick up materially, but buying will be conservative and not speculative in its character. We consider this is as it should be and see no cause for alarm on the part of any merchant who will keep his equilibrium and proceed along conservative lines.

Merchants should not be too pessimistic of the future, as there will surely be a good demand for merchandise in 1921 and all future orders should be permitted to stand, as there may be some difficulty in securing deliveries of seasonable items and besides the moral obligation is a factor in his credit standing and a criterion as to his business ability.

Very truly yours,
THE THOMSON-DIGGS CO.,
C. F. Prentiss, V. P. and Gen. Mgr.

NEW QUAKER CITY CATALOG

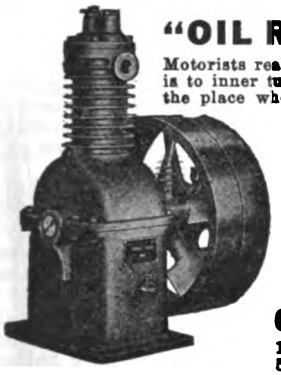
The Quaker City Rubber Co., through its sales department at Philadelphia, Pennsylvania, announces that a complete new catalog of its products is now on the press and ready for distribution to the trade by the time that this issue is in the hands of our readers.

The catalog will contain a description and prices on the entire line of mechanical rubber goods, including rubber belting, hose for every purpose, sheet and rod packings, valve gaskets, mould work, etc.

Special stress will be laid on Daniel's Patented P.P.P. Rod Packing, Ebonite sheet packing and Quaker tires, of which products the Quaker City Rubber Co. are sole manufacturers.

The company announces that it is putting on the market the Quaker cord casing in both the P.P.P. Nonskid and ribbed tread.

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"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



CHILD'S MODEL B

CARBON TETRA CHLORIDE

Fire Extinguisher

1 Qt. Capacity

APPROVED BY UNDERWRITERS

Very effective on electrical and gasoline fires. Especially suitable for automobiles.

A LINE WORTH HANDLING

For Particulars Write to

O. J. CHILDS CO.

FIRE APPARATUS UTICA, N. Y.

WALDEN WORCESTER WRENCHES

FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER

INCORPORATED

WORCESTER, MASS.

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

It's Easy — BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT



Two Sizes } Liquid, at 50c and 75c
Powder, at 35c and 50c

Why resort to a soldering iron — use BEATS-ALL.

It's SAFE AND DEPENDABLE. When left in Radiator acts as a preventive for new Leaks.

Guaranteed to repair Leaks quickly and permanently.

Dealers — Write today for our remarkable proposition.

Manufactured only by the

AUTO SPECIALTIES MANUFACTURING CO.

40 Elm St., Buffalo, N. Y.

Branch Factory, 320 Market St., San Francisco, Cal.

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TYPIFIES THE WESTERN SPIRIT

Editor HARDWARE WORLD:

To Retailers:

Stick closely to your local jobbers.
Buy lightly and frequently.
Buy high grade, well known, dependable hardware.
Extend credit to no one whom you doubt.

To the Jobbers:

Put on additional men to count stock.
Order frequently and lightly.
Keep well assorted stock, ordering strongly on "staples" and lightly on "slow sellers."
Avoid "shorts." Retailers in 1921 are going to give their business to jobbers who are known to keep well assorted stocks.
Where located convenient to salt water transportation take advantage of saving in freight rates.
Work closely with local manufacturers' representatives. They will keep you closely informed regarding market conditions and save you many a loss when prices are falling..

Optimism

The writer is most enthusiastic regarding 1921. The hardware business has not run wild like other lines. Prices must necessarily go lower, but deflation is orderly and no wise merchant needs to lose money. We hardware people always do better when we are securing quick deliveries and turning stock frequently.
Mexico will soon be using hardware, iron and steel products freely.
The cotton and wool situation already looks better.
Reduction in cost of gold production will soon enable that industry to open up. Copper mining should improve within four months.
Our well managed west coast ship yards already see more repair work than they can handle and in addition there will be considerable new ship building done on the west coast during the next three years.
Our agricultural and horticultural interests are so varied, that we are not to suffer the losses of eastern farmers must sustain.
Building construction will increase greatly during the next six months. We are living in the finest country in the world when we live anywhere west of the east line of Montana, Colorado and New Mexico.

Yours truly,

San Francisco. OMER COX.

BUY ON GUARANTEED PRICE

Editor HARDWARE WORLD:

We believe that the jobber and dealer should be extremely conservative in placing orders on a declining market such as we are now situated.
Guarantees against price declines should be obtained wherever it is possible. We do not believe the consumers' demand will be strong during the year 1921 in many lines of merchandise.

Very truly yours,

KIMBALL-UPSON COMPANY,
M. N. Kimball, Pres.

NEW TWIST DRILL CATALOGUE

The American Twist Drill Co., of Laconia, New Hampshire, has just issued their new catalog of high speed drills. This organization is represented in the West by the Charles A. Dowd Sales Co., with offices in San Francisco, Seattle and Los Angeles, who announce that Marshall-Newell at San Francisco will carry a complete stock of American Twist Drills after the first of the year.

Putting a difficult thing off, makes it more difficult; and putting it off long enough makes it impossible.

WE LEARN ONLY BY EXPERIENCE

Editor HARDWARE WORLD:

In the first place, you have observed that since the commencement of the war in 1914 practically every settlement of the various crises which have arisen has resulted in only temporary relief, almost automatically bringing with its spurious relief another crisis of a different nature in its wake.
Each upheaval leaves its mark upon us, either elevating us to a higher plane of Christianity, business honesty, unselfishness and morality, or plunging us down into immorality, brutishness, greed and dishonesty. The upward movement of prices was accelerated by greed and accompanied by the refusal of some manufacturers and producers to abide by sales contracts. The reaction from these high prices is now also showing up the class of men engaged in business who refuse to abide by their purchase contracts, and are cancelling orders wherever possible.
The curtailment of credit by which the Federal Reserve System is endeavoring to bring deflation of prices, while successful in its purpose, is leaving us the stagnation of business as a new problem to solve, with the additional possibilities of wide-spread unemployment and Bolshevism. You can make up your mind to the fact, then, that any remedy to bring the public back to buying under the present conditions can be only temporary, and that a quick change to other methods must be available.
Our advice therefore is to conduct a "sample" store, so far as luxuries and most non-essentials are concerned. As to necessary hardware, you don't buy any goods except those for which there is a steady demand until you have eliminated all but the most desirable line of each class of goods. If your jobber is a real jobber you can replenish your stock quickly.
With fencing, posts and staples still short in most stocks, our own products, post hole diggers and augers, have been slow of sale, the demand being only half of normal during the past two years, but the continuing necessity for this class of work is sure to move these hardware items in good volume as soon as sufficient fencing is available. No manufacturer can continue to keep his men employed in making up large stocks of finished goods unless he can continue selling also. There is bound to be a great scarcity of necessary hardware unless jobbers, retailers and the buying public quickly decide to resume business. The manufacturer cannot accomplish deflation alone, with the jobber and retailer looking on, waiting for the opportune time to come into the market in entire safety. No, every one of you will assume your share of the cost, either in the safety of a long period of small losses on held-over stock or in a grand smash.
To conclude, write up your order for the least quantity of necessary hardware which you believe you can sell, order it shipped at as early a date as you can pay for it. This will give the jobber the confidence to order from the manufacturers, who in their turn can keep their men employed, so that they can continue to be buying consumers of necessities of life. Many of them have had their lesson. They will leave the luxuries alone for a time until their necessities are assured.

Respectfully,

IWAN BROS.,
South Bend. A. L. Iwan.

NO LOWER PRICES POSSIBLE

Editor HARDWARE WORLD:

The only thing the hardware merchants can do in our line of business is place their orders, if they want the goods. There is going to be a big scarcity and no lower prices. No lower prices are possible.

Yours truly,

THE SLAYMAKER LOCK CO.,
Lancaster, Pa. S. R. Slaymaker, Gen. Mgr.

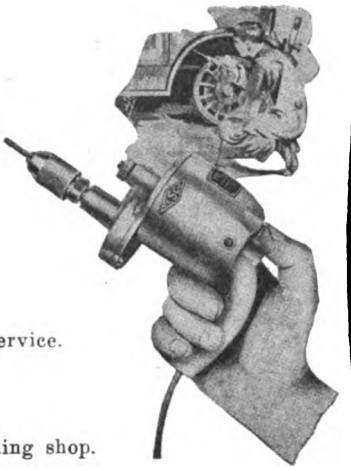
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ONE-HAND-Y KESCO ELECTRIC DRILLS

Do it with the

ONE-HAND-Y DRILL

The Lightest Efficient Electric Drill



Compact and durable.
Operated and controlled entirely by one hand.
Chuck and bit concentric with hand-grip and thrust.
Weight, three pounds—evenly balanced in hand when in service.
Pure aluminum housing.
All bearings in bronze bushings—spiral cut gears.
Universal type motor—developing 1-6 H. P.
Switch always under control of thumb—cannot run idle.
Should be in every garage, machine, electric and wood-working shop.
Every mechanic needs one—a labor saving device.
Several users have reported that it has paid for itself in two to three days' use.
Equipped with Goodell-Pratt or Jacobs chuck.

Write for Complete Information.

KNIGHT ENGINEERING & SALES CO.
210 West 7th Street, Los Angeles, Calif.

JOBBERS ATTENTION

The One-Hand-Y drill is distributed exclusively through the Jobbing trade. It is a "best seller" in the mechanical tool line.



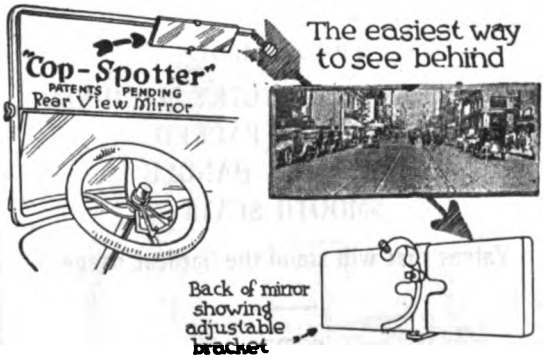
UNITED AUTO SUPPLY CO.

Jobbers and Factory Distributors

Automobile Accessories

711-715 MISSION STREET, SAN FRANCISCO

Send for Our Latest Complete Accessory Catalogue



KNOW WHAT IS COMING BEHIND YOU AND BE SAFE BY INSTALLING A

"COP-SPOTTER"

Rear View Mirror

Made of finest quality plate glass with ground edges. Mounted in a finely finished nickel-plated frame. Can be attached and adjusted on any open or closed car in a few minutes. Vibration proof.

Price $4.00

Jobbers and Dealers

We have an interesting proposition for you.

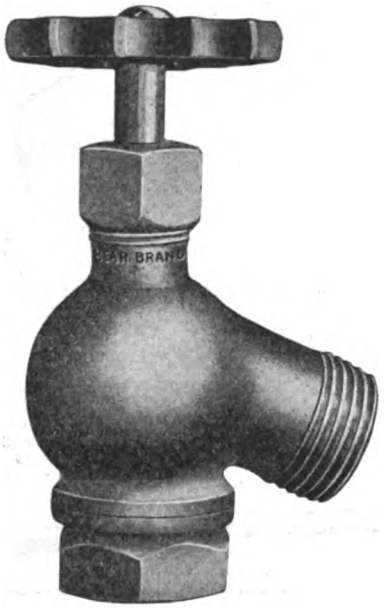
Manufactured by

BERGER & COMPANY

208 W. 11th St., Los Angeles

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BEAR BRAND Garden Valves



ARE MADE OF

RED METAL, PERFECTLY MACHINED
PROPERLY PACKED
REMOVABLE HANDLE
SMOOTH SEATS

Valves that will stand the hardest usage

ORDER

BEAR BRAND

GARDEN VALVES
FROM YOUR JOBBER
MADE ON THE PACIFIC COAST

Standard Brass Casting Co.

Main Office and Factory, Oakland, Calif.
Sales Office, 823 Monadnock Bldg., San Francisco
M. W. WUESTHOFF, Sales Manager

MONTANA MERCHANTS' SUGGESTIONS

Editor HARDWARE WORLD:

While it is perhaps true that the decline in values in hardware lines will be more gradual and less spectacular than in foodstuffs, indications point to lower prices in all lines, and while this decline is taking place and until prices have again become stabilized at a lower level, we think stocks should be kept down to the lowest possible minimum and new purchases made only in such quantities as can be quickly turned over. The merchant who pursues this policy will be able to follow the market down gracefully without getting hurt, but we cannot see how the firm who continues buying as in normal times can avoid heavy losses from this cause.

We do not wish to be classified as pessimists but we are confronted by a situation which will require very careful piloting of the ship if we are to avoid the rocks ahead. Before and during the time we were at war almost anyone could make money in merchandising, for with prices mounting higher and still higher all we had to do was buy some goods, keep them a little while and sell them again and the trick was done, but for the next year or so any person or firm who can make money in the mercantile game will make it through careful and judicious management, and not through any element of luck.

Of equal if not greater importance will be the regulation of credits. Jobbers and retailers alike should insist on accounts being met as they mature and in the case of customers who are discounting their bills, care should be exercised to see that these discounts are earned and if they are not earned under the terms of your invoices do not allow them. Bills not paid at maturity should be checked up carefully and interest charged from maturity. These measures will compel the customer to in turn pay strict attention to his credits and will protect him as well as yourself from loss through loose credits. This we consider of vital importance at all times and particularly so at this time.

Do not make the mistake of attempting to cover any contemplated losses by cutting wages. In the smaller towns wages were very slow to react to the greatly increased cost of living during the past four or five years and while a proper ratio as between living costs and wages should and must be maintained, we think it a false economy to reduce wages materially, until this step is found to be necessary and fully justified. There are many smaller factors which will need consideration, but the three mentioned above seem to us to be paramount.

Yours very truly,
KALISPELL MERCANTILE CO.,
Kalispell. J. H. Chester, Sec.-Treas.

BENEFITS EVEN

"How is it, Sandy," asked a visitor of a Scotch coal merchant, "that you quote the lowest prices in town and make reductions to your friends and yet you can make money?"

"Weel, it's this way," explained Sandy, in an undertone. "Ye see, I knock off two shillings a ton because a customer is a freen o' mine, and then I knock off two hundredweight a ton because I'm a freen o' his."

The wages of idleness is demotion.

There is no higher rank than that of worker. No title can ever make a loafer a noble-man.

The only influence worth having is the influence you yourself create.

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The Defenseless Man
—Put a COLT in His Hand

EVERY one of your customers requires the protection of a Colt Automatic Pistol or Colt Revolver in his home.

We are in the midst of restless times. Newspapers are full of accounts of "breaking and entering" in the night time—a form of crime made comparatively safe by the ease with which these midnight prowlers can make their "get away" by automobile.

Armed with a Colt, the householder knows that he is safeguarded by "the world's right arm." There is no protection that you can sell in the fire arm field equal in efficiency and safety to a Colt.



COLT'S FIRE ARMS

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.

Manufacturers of
Colt's Revolvers Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

Illustrated printed matter mailed free on request.

PHIL. B. BEKEART COMPANY, Pacific Coast Representatives, San Francisco, Cal.

DUPLEX
FIRELESS STOVE
A Sales Feature for January

Here is a steady selling feature that will build bigger business—all the year.

There are prospects for good sales on every side of you.

Leading dealers in cities and smaller towns from coast to coast are "cashing in" on the DUPLEX sales.

Advertising in magazines reaching hundreds of thousands of women—backed by sales promotion features for your store—help you in selling.

DUPLEX value—bigger capacity at less cost—and many distinctive features, make sales easier and increase "turn over."

Wherever there's a kitchen cabinet there should be a fireless stove—a DUPLEX.



Write today for the Dealer's Bulletin and get started making greater profits and more satisfied customers.

DURHAM MFG. CO.
MUNCIE, INDIANA

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 3718½ W. PICO STREET

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AN "ARKANSAS LYON" MIGRATES

Frank Lyon, formerly of the Rose-Lyon Hardware Company of Little Rock, Arkansas, moved out to the far West for a few months' visit, and as a result he has become converted to the extent of making his home in California.

So now it is Frank Lyon, Manufacturers' Representative, with the entire West as his field, and with his base of operations at 681-683 Monadnock Bldg. In the last few months he has become thoroughly identified with the trade and has taken a number of standard leading hardware and steel products accounts and is prepared to cast his lot and seek his fortune among the merchants of the far West.

Mr. Lyon is no novice at the hardware business, as he spent twenty years with the Rose-Lyon Hdwe. Co. at Little Rock. His brother, G. H. Lyon, was president of the concern until his death two years ago.

Moreover there is all the charm of romance and almost a chapter in the "Valley of the Moon" in Mr. Lyon's new life and new outlook on life. In June of last year he went to California for a visit, expecting to return to Arkansas by September. He declares he wanted to know whether all the things he had heard of the far West were really true. He found they were. Moreover he found an old acquaintance of his, formerly of Arkansas, and he found that she embodied the spirit of the far West. They were married and Mr. Lyon believes that he is now a thorough "Native Son."

Associated with Mr. Lyon in representing eastern manufacturers will be George S. More, known to the western trade as household goods buyer for Baker, Hamilton & Pacific Co., and later for Mangrum & Otter.

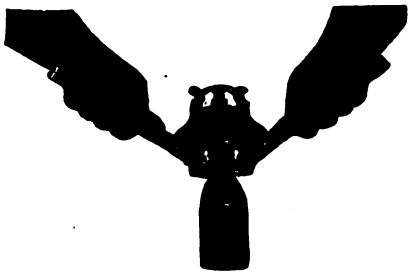
HAMP WILLIAMS SECURES WAREHOUSE

On first glance this caption might lead our readers to believe that Hamp Williams was increasing his hardware stock, as of course he always is. At this time, however, he has secured a warehouse for his community.

Hamp Williams is one of the most public spirited men in the trade, if not in the entire Southwest, and this warehouse is a government bonded cotton warehouse, where small farmers may store their cotton, pending the offer of better prices or the accumulation of sufficient bales to attract outside buyers.

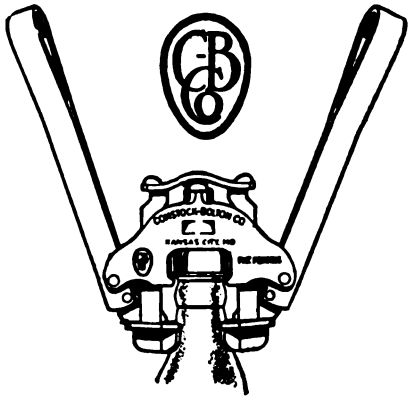
Through the efforts of Hamp Williams in personally appearing before the Garland County Quorum Court, the appropriation was made and the warehouse will be built on the courthouse grounds at Hot Springs. This is only one of the many things that Hamp Williams is continually doing for his community. He knows that the community will keep on doing things for him in return, and yet his object is by no means a selfish one. His happiness is in being generous and public-spirited. He can't help it. And he can't help but win by it.

C-B SPELLS "CAPS BOTTLES"



The C-B Bottle Capper, made by the Comstock - Bolton Co., 1925 East Fifteenth Street, Kansas City, Missouri, should be of decided interest to hardware merchants in taking advantage of the present "bottling fashion."

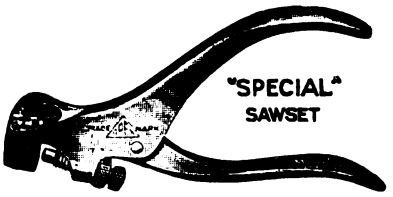
It is entirely of cold-rolled steel, nickel plated, and is said to be durable and rust-proof. There are no springs, no keys, and no set screws for adjusting. The capper may be placed in a drawer when not in use, the same as any other kitchen utility, for this device is not merely for the industrious thirsty, but is equally efficient in bottling home-made liquid preparations, such as sauces, catsups, syrups and oils.



Having no stand or other adjustable impediment, any style or size bottle may be capped. As the illustrations indicate, the capping works on the fulcrum principle with the maximum of leverage with a minimum of effort. A reinforced rim at the edge of the cap holder prevents the cap from slipping or spreading. The total weight of this device is but 22 ounces, so that it might easily be carried in the pocket or in a traveling kit.

The Davies-Oesterle Hardware Co., at Prosser, Washington, has increased their capital stock from $10,000 to $25,000 at stockholders' meeting last month. The trustees are Harry Oesterle, Edwin R. Davies and Catherine E. Davies.

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The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

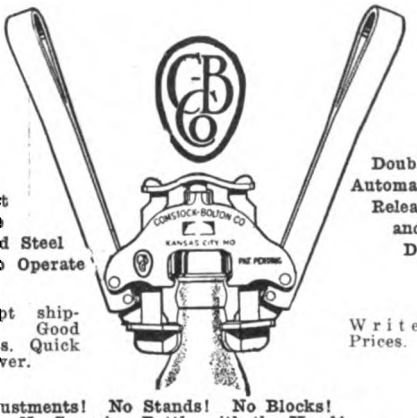
Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

CHAS. MORRILL

104 Lafayette St., - - New York, N. Y.

"C-B Co." Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
Easy to Operate

Double Levers
Automatic Plunger
Releases Bottle
and Perfects
Double Seal

Prompt shipment. Good profits. Quick turnover.

Write for Prices.

No Adjustments! No Stands! No Blocks!
No Grasping Bottle with the Hand!
No Set Screws! No Keys! No Springs!
Just cap the bottles as they stand!

"CAPS THEM ALL"



COMSTOCK-BOLTON COMPANY

Manufacturers Household Specialties
1925 E. 15th St. - - Kansas City, Mo.



Women's Wants Mean Big Sales

Every woman wants a NATIONAL STEAM PRESSURE COOKER.

It cooks an entire meal in 30 minutes. Saves fuel, time, labor, and pays for itself in 6 months.

This "wonder-worker" will draw women's trade to your store. All women want to see it.

Six National Cookers make a big, shining, trade-attracting display.

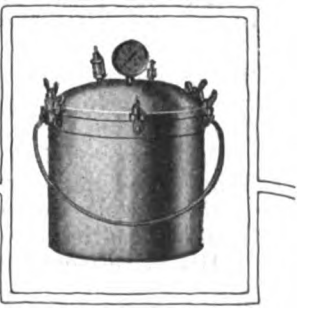
One thousand dealers cashed in on "NATIONALS" last year. YOU CASH IN THIS YEAR. We back you with page advertising in national magazines.

Prompt shipments—special discounts—quick sales. Ask your jobber, or write the factory.

NORTHWESTERN STEEL & IRON WORKS

603 Spring Street, Eau Claire, Wisconsin

National ALUMINUM COOKER



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W. R. VOORHEES WITH ROWNTREE

W. R. Voorhees, who has spent twenty-five years of his keen, active, vigorous life in developing the products and the sales of the Russell & Erwin Mfg. Co., severed his connection with the New Britain manufacturers and will be associated with the John T. Rowntree Co., at its San Francisco office.

To those who know him in the trade he needs no word of introduction or commendation. He is a master in his line, a man of keen insight, thoroughly understanding western conditions and with such a knowledge of hardware as is possessed by few men in the hardware trade today. The severing of his connections with Russell & Erwin has been an occasion for the most hearty and cordial letters from high officials of the American Hardware Corporation, and it is with mingled regret and anticipation that Mr. Voorhees leaves his former loyalty for this brilliant new career with the Rowntree organization.

Mr. Voorhees' work for the present will be of a general nature at the San Francisco office of John T. Rowntree, Inc., surveying the field, developing new business and making special trade investigations for Mr. Rowntree.

We join with all of his friends throughout the West and United States in wishing him the best of success and business happiness in his new work.

Thos. J. Stevens & Son are the proprietors of the former business of Bristol & Naleigh at Watts, Cal.

PLAYING THE GAME

The crook will study hard to learn
The fine points of his game,
In order that he may discern
How best to play the same.
He figures, schemes and works to make
A plan which shall not fail,
One free from crudeness and mistake
In every small detail.
If he would make, with that same care,
Plans whereby to progress
In some vocation clean and fair,
His prize would be Success!

—Charles Horace Meiers.

MANNING, BOWMAN WESTERN OFFICE

So great has become the sales volume of Manning, Bowman & Co. sales in the western territory and so exacting are the requirements of the trade in this line, that the company has found it necessary to install its own branch office at San Francisco. Up to this time Manning, Bowman has been ably represented by H. J. Gute & Co., with offices in the Jewelers Bldg.



R. P. TRACY

R. P. Tracy is the able and efficient sales manager from Meriden, Connecticut, who was present in San Francisco last month making arrangements for the new office and installing F. L. McCabe, who will be in charge.

The temporary headquarters will be Room 603 Jewelers Bldg. From this point Mr. McCabe and his associates will carry the gospel of Manning, Bowman electric and household appliances throughout the West.

WULFF'S BIG BUSINESS AT WEISER

Reports and reporters from the Inland Empire all agree that among the largest and most enterprising merchants in the Northwest is H. W. Wulff at Weiser, energetic proprietor of the Wulff Hardware & Implement Co., at Weiser, Idaho.

Mr. Wulff is known to his friends as a Prince of Good Fellows, and for his sterling qualities. Very naturally his magnetism has attracted business and loyalty in his community, so that now the company's big store at Weiser, Idaho, is one of the busiest marts of the trade in the Inland Empire.

ON FURLONG

A well-dressed stranger strolled up to a colored prisoner who was taking a longish interval of rest between two heaves of a pick.

"Well, Sam, what crime did you commit to be put in those overalls and set under guard?"

"Ah went on a furlong, sah."

"Went on a furlong? You mean you went on a furlough."

"No, boss, it was a sho' nuff furlong. Ah went too fur, and Ah stayed too long."

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Let him help you

There is a better way to keep the store records you need



In your city there is a representative of The National Cash Register Company. He is a student of business systems. He has been trained to be of service to merchants—to help them solve their problems.

Let him show you how you can get the store records you need without working overtime on day books, pass books, ledgers, and memorandums.

He will show you the easiest way to get these records. You need them once a year for your Income Tax report. You need the same figures every day to control your business.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL CASH REGISTER CO.

DAYTON, OHIO.

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ANOTHER JEWEL IN THE CROWN

The W. H. Gilbert Sales Co., Inc., manufacturers' representatives, have figuratively speaking added another jewel to their crown, in the announcement of their appointment as western representatives of the Huron Steel Co., Cleveland, Ohio, manufacturing pipe and "Premier" Conduit for 1921 delivery. The company will also manufacture other steel products as soon as new units of their plant can be completed.



W. H. GILBERT

Pleasant, persistent, pains-taking representative of eastern manufacturers.

Little need be said of the W. H. Gilbert Co. Both "Senior" and "Junior" are known to the trade throughout the West as among the most enterprising and pleasant personalities doing business in the field today.



W. H. GILBERT, JR.

Bright, active son, moulded in the very stamp of his father.

The very fact that W. H. Gilbert, Sr., is a southerner and a gentleman in every sense of the word, immediately places him in the same group with those other charming, happy sons of the South, who are among the leavening elements in the hardware loaf.

Mr. Gilbert is a graduate of the Union Hardware & Metal Co.'s school, where he was an important buyer for a number of years. For the last four or five years he has been his own proprietor as the head of the Gilbert Sales Co.

W. H. Gilbert, Jr., is a true son of his justly proud father. He had his baptism in the business with the Union Hardware & Metal Co., Pacific Pipe & Supply Co., and Harper & Reynolds. For the last two years he has been his father's right hand man, traveling the territory from Denver and El Paso west, and is thoroughly in touch with the buyers of plumbing and hardware lines as well as a leader in the automobile accessory field.

BUFFUM HAMMERS AS USUAL

For some unaccountable reason rumors seem to have been circulated throughout the western trade that the Buffum Tool Co., Louisiana, Mo., was discontinuing the production of ball pein hammers. To thoroughly contradict and discount this rumor, President F. W. Buffum has issued an important statement and notice, which we are glad to repeat in this place.

Here is Mr. Buffum's statement which is thoroughly seconded by C. W. Gause, western representative of the Buffum Tool Co.:

"This is to announce that the rumor promulgated by salesmen for a competing factory that we are to discontinue the manufacture of hammers is hereby unqualifiedly declared false, without the slightest foundation of fact.

"Their action is therefore considered a flagrant violation of business ethics in an attempt to trade on an unconfirmed statement for a selfish purpose.

"We thank you in advance for your continued loyalty to our tools at favorable prices, under our guarantee of quality and service.

"Best wishes for 1921.

Very truly yours,
F. W. BUFFUM, President."

HYGRADE LAMPS AT HOME

Just as Hygrade Lamps themselves are in their element "at home" with their reputation for guaranteed excellence, so the Hygrade Lamp Co., manufacturers, at Salem, Mass., is a company with a personality and a very pleasant one.

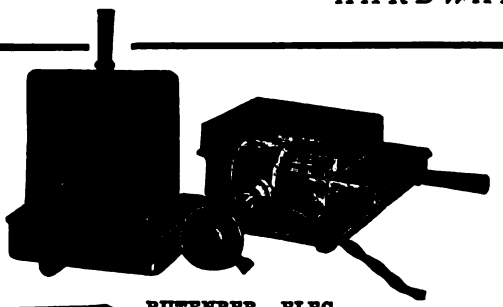
One of the most recent manifestations of this individuality on the part of the company was a reception to the city of Salem at their plant. In a large advertisement in their local paper they offered the community an unusual opportunity in visiting their plant to see how Hygrade Lamps are made.

There were 300 members of the community who took advantage of this opportunity to go through the plant. From the company's point of view the affair was a decided success, as few of the community realized the extent of the plant we had in Salem.

Lamp making is a delicate and skilled process and a precise one. Every feature of the process was displayed to the visitors. We who are far from the hospitality and refinements of the Hygrade Lamp Co. and its New England atmosphere, can at least take comfort in merchandising their excellent products and enjoying Hygrade radiance in our households.

Theodore Iverson has sold his hardware business at Richmond, California, to two of his clerks. Richard Johnson and Thorwald Nielson are the new proprietors.

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RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

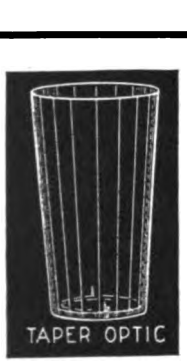
Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.
Marion, Ind., U. S. A.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

HARRINGTON CUTLERY COMPANY
SOUTHBRIDGE, MASS.

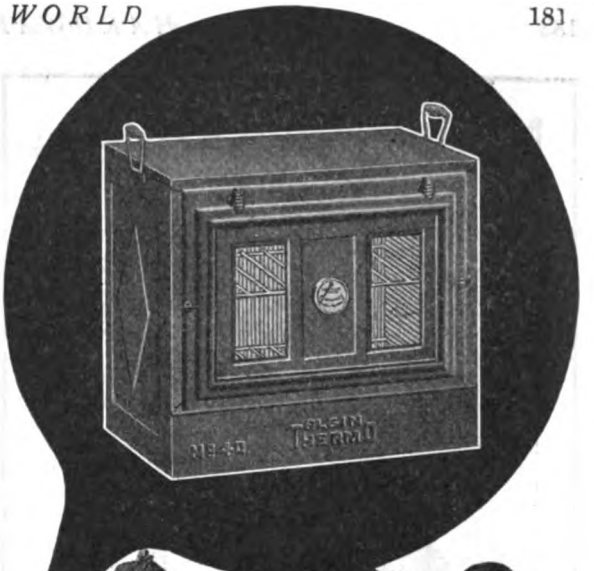
Manufacturers of **DEXTER Brand**



FINEST GRAPE FRUIT KNIFE MADE

FOR SALE BY JOBBERS

Western Sales Representative
W. H. WILBURN
602 Williams Building, San Francisco





Elgin Ovens for Both City and Country Trade

A wide and complete line, handsome, substantial, ranging in size from the pie oven to double-burner size. Elgin ovens cannot be surpassed in mechanical construction, which includes a superior method of heat circulation, insuring better baking.

All Classes Use Elgin Ovens

Country trade use them on oil cook stoves to prevent heating up the house, also to save fuel. City people buy them because of saving 10 per cent in gas. Also to save expense of buying a big range. A hot plate and an Elgin make a good baking equipment.



Elgin Oil Heaters

Smokeless, useful, economical, handsome. Becoming an absolute essential in spring, fall and winter. No home fully equipped without one. Place some on display in your store.

Ask your jobber or write for quotations. We want you to join us. Big advertising and sales helps ready.

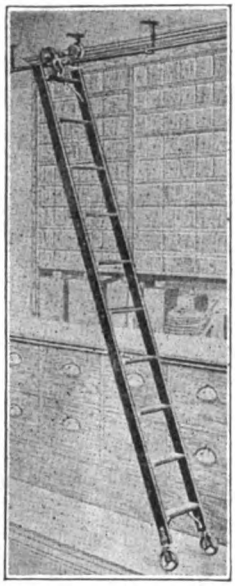
ELGIN STOVE AND OVEN CO.

Elgin, Ill., Manufacturers

Eastern Distributors: Beh & Co., 106 Franklin St., New York City, N. Y. Warehouses: New York, Philadelphia, Boston, Pittsburg, Rochester.
Northwestern Representative: A. O. Black, 515 Lumber Exchange, Minneapolis, Minn.
Chicago Representative: M. S. Kopf, 180 N. Dearborn St.

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Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. 10th St. - - - St. Louis, Mo.

Sell Northland Skis

Let Your Sales Make a Record Jump



MORE men, women and children want Northland Skis than ever before. Get their business. Quick sales. Good profits. Write today for catalog of skis, toboggans and snow shoes.

NORTHLAND SKI MFG. CO.
2330 Hampden Ave.,
St. Paul, Minn.



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us



We make TUCKED PEERLESS TUCKER

COTS AND CAMP FURNITURE, MOPS

Tents, Awnings, Covers, Leggins, Carpenters' Aprons

4 Factories. Write for Prices. Prompt Shipments.

TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.



EASTLICK LIKES WEST

Although we very nearly contradict ourselves in the above statement, the truth as it stands is evidenced by Mr. Eastlick's smile as you see it here. His general demeanor will be convincing when you meet him in the course of his activities while representing the products of the Absorene Co., in the far West.

Not that Mr. Eastlick was ever an inhabitant of the far East or that his interest centered there. He has always been a westerner, yet his sympathies have always been keen, for he has represented many manufacturers of eastern origin who are not Atlantic coast manufacturers, either. Mr. Eastlick's connections are some of them in Bombay, India, and others in Egypt and other sources of supply of choice spice foods and drugs. He does not confine himself to the hardware trade, for he is a figure of long standing in the drug and specialty grocery line.

However, he is enthusiastic about Absorene wall paper and window shade cleaner as well as HRH paint cleaner and he is especially proud of the two new dealer helps on these two products just issued by the Absorene Mfg. Co., St. Louis.

Mr. Eastlick makes his headquarters in Pasadena, California, yet travels through the West, representing the Absorene Co., and those members of trade who handle paint are always glad to see him.

Tolan & Heiser are the new proprietors of a new hardware, electrical and paint store at Denver, Colorado.

GENUINE

Hildebrandt Spinners

Fish Catchers for 20 years.

Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.

THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.

Important to Every Reader and Advertiser of Hardware World

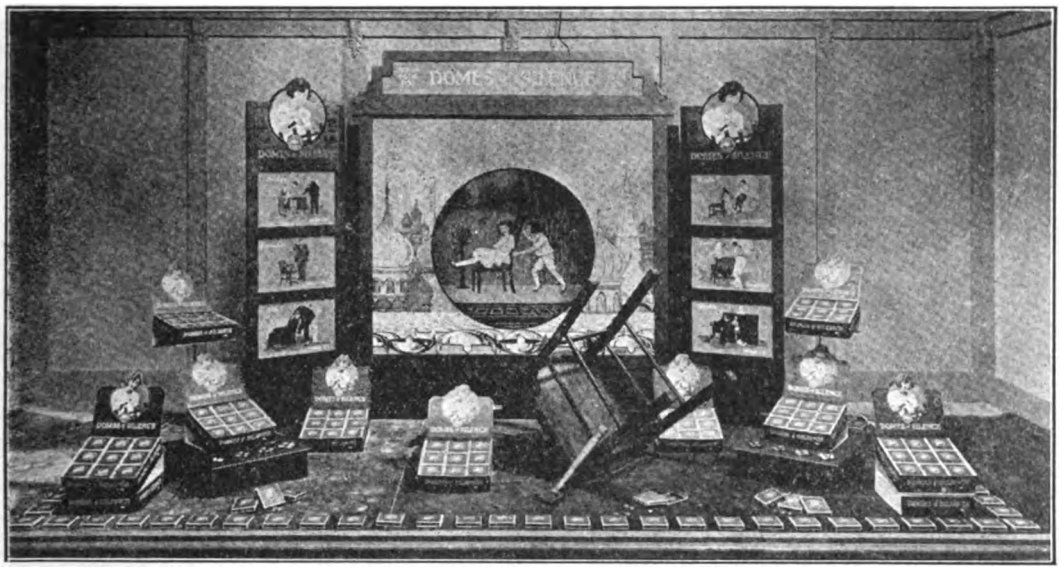
We are Wholesalers and Jobbers of Everything our name implies. For prompt and future shipment.

WHAT DO YOU WANT TO BUY OR SELL?

Put us on your mailing list.

U. S. A. Merchandise, Supplies & Material Company
"Straightforwardness—Sticktoitiveness"
Office: J. C. HIRSCH
6800 Manchester Ave., St. Louis, Mo.

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DOMES OF SILENCE WINDOW DISPLAY

Several months ago we called the attention of our readers to the model window display which W. H. Peabody was preparing to send to "Domes of Silence" merchants.

Here is the display as it appears when it was set up in an upward merchant's window. The chair is turned upside down when the Domes of Silence are put on—the picture in the center shows the "domes" in use, with side panels illustrating other uses. The display boxes and the cartons neatly arranged in the window are all graphic points and forces that help carry the truth home.

PRICES ON A PRE-WAR BASIS

Editor HARDWARE WORLD:

For the first half of 1921 we wish to advise that as far as our product, which covers metal cutting tools, such as reamers, taps, dies, milling cutters and twist drills, is concerned, there should be no hesitancy on the part of our jobbers in placing orders for their requirements.

Our prices at this time are on practically a pre-war basis, because advances in price during the war were not made. There is no price inflation, and there is little prospect of any lowering of the price of the steel which we use. The steel necessary for our prodnet is a very high grade steel on which the price does not fluctuate.

We also offer our jobbers every cooperation, and are suggesting now the advisability of placing orders, even though they specify the placing of orders after January 1. The purpose of this recommendation is to avoid dissatisfaction at a later date when a heavy demand for finished tools seems imminent. From a careful canvass of the situation our jobbers' stocks are in very good shape, and in fact considerable below normal. The demand undoubtedly exists, and as soon as purchase orders are released, many customers in urgent need may not find it possible to get as prompt deliveries as required. We have the utmost confidence in business conditions for the future.

Yours very truly,

Millersburg. ALVORD REAMER & TOOL CO.

GRAHAM TAKES DUNHAM ROLLERS

Dunham water weight lawn rollers, heretofore sold direct to the jobbing trade by the Dunham Company, Berea, Ohio, will hereafter be distributed exclusively in the United States and foreign countries by John H. Graham & Co., 113 Chambers St., New York. The Prescott W. Robinson Sales Co., Drummond Building, Montreal, will continue as exclusive distributors in the Dominion of Canada and Newfoundland.

LITTLE LIKELIHOOD OF REDUCTION

Editor HARDWARE WORLD:

Our opinion is that the merchant should take into consideration the conditions that he is facing in as far as he is able to learn of those conditions through contact with his fellow merchants and through the financial and market reports and through the trade publications. It would seem to us that he ought to order only for his requirements and to place his orders where he will be able to get reasonably prompt shipments.

During the quiet months that are ahead of us we are going to run our wrench shop without interruption in order that we may have pliers and wrenches for the jobbers when they want them.

We are now, and we expect to continue, giving shipments within 48 hours of receipt of order. This is not through being overstocked but from a deliberate policy which requires us to carry enough stock to see that the merchants get good service. So far as prices are concerned, if we were to be governed by what we know of costs at present, we would say that there is very little likelihood of a reduction in prices on wrenches and pliers during the first six months of 1921.

Yours very truly,

Buffalo. BARCALO MFG. CO.

DEATH OF G. E. PATTON

Another prominent figure and worthy member of the trade in the Northwest has passed away recently in the death of George E. Patton, president and manager of the Patton Hardware Co., 2921 Ninth Avenue, S., Seattle, Washington.

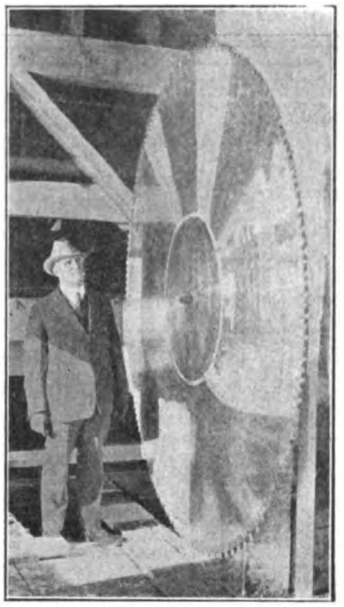
Mr. Patton has been engaged in the hardware business and in manufacturing in Seattle since he moved from Monmouth, Illinois, ten years ago. He was a member of the Rotary Club, Chamber of Commerce and Associated Industries, and for several years was treasurer of the First United Presbyterian Church.

Mr. Patton was associated in business with George H. Thieme, who settled in Seattle with him.

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D. W. JENKINS
Pacific Coast Manager, Henry Disston & Sons



Mr. Jenkins beside the largest circular saw in the world at Aberdeen, Wash.



A. F. KENNEDY
In charge of the San Francisco Branch

DISSTON'S WESTERN CHIEFS

With the formal opening of the direct Disston branch at 144 Second Street, San Francisco, last month, there was a concentration of the western forces of the company at the new branch to assist in getting things in running order in the territory.

For some time past Henry Disston & Sons, incorporated in Washington, has handled the western business with its branch office and factory at 22 Occidental Avenue, Seattle. Pacific Coast Manager D. W. Jenkins has been in charge.

The new San Francisco branch occupies a large space on the ground floor, where offices and warehouse room have been especially adapted to the company's uses, and a complete line of mill goods, such as band saws, circular saws of all descriptions, both large and small, files, hack saw blades and machine knives, both thin high speed and laid high speed.

In the matter of knives the company states that the business on the Pacific Coast has increased to such an extent that it has been necessary to install machinery at the Seattle shop to make high speed knives of all kinds and descriptions. This is in addition to the saw making machinery which has long been the feature of the Seattle branch factory.

The fact that knives are made at Seattle of course enables the factory to give good service in knives, where they are in the position to make all kinds of knives and cutlery and particularly the thin high speed and laid high speed knives.

The San Francisco branch will be under the direct supervision of D. W. Jenkins and the local manager will be A. F. Kennedy. He has been with the company under Mr. Jenkins for years, and will have charge of the salesmen in the southwestern territory, with headquarters at the San Francisco branch.

In a month when all is in ship-shape and all the stock is installed, we hope to show pictures of the exterior and interior of this new and important addition to the industrial outposts in the far West.

Some seven million men in the United States own automobiles, while less than half that number pay income taxes. How can a man who pays an income tax afford to run a car?

OMER COX CHANGES DENVER OFFICE

L. W. Turnbull, who has been associated with Omer Cox for the last three years as manager of the Denver branch, is no longer with the organization, and it is understood he will engage in similar business for himself.

Mr. Cox was fortunate in securing as successors Edward H. Taylor and Louie B. Youngs, who will carry on the business in the name of Taylor, Youngs & Cox, with temporary headquarters at 209 Ideal Building.

Both Mr. Taylor and Mr. Youngs are permanent residents of Denver and are numbered among its staunch and dependable citizens, are of the clean-cut type and are thoroughly experienced hardware men.

BLACK & DECKER WESTERN BRANCH

So great has become the business of the Black & Decker Mfg. Co. in the West and the territory is considered so important by the factory, that a direct branch has been established at San Francisco to handle the business west of the Rocky Mountains.

F. N. Proctor is in charge of the San Francisco office, temporarily located at 75 Fremont Street, where a stock is carried for the convenience of the jobbing trade. Mr. Proctor is a brother of the able "Doc" Proctor, sales manager of the company at Baltimore.

Black & Decker's drill and electro-flater have become known throughout the West through the efforts of the Gilbert Sales Co., who have pioneered the line and whose representation has been outstanding and noteworthy. Here was an example of a progressive manufacturer with an excellent product, represented by an exceptional sales organization.

Mr. Proctor, as a direct representative of the company can do no better than to continue the good work which has been started by the Gilbert Sales Co.

R. L. Woods and Charles A. Patterson have purchased the Knight & Rudel Hardware Co., at Haxtun, Colorado, from Bert S. Munday.

W. W. Casey, W. G. Johnson and Oliver M. Olson have taken over the interest of W. A. Clark in the Juneau Hardware Co., at Juneau, Alaska.

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THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office

IMPORTANT NOTICE

TO THE TRADE:

This is to announce that the rumor promulgated by salesmen for a competing factory that we are to discontinue the manufacture of Hammers is hereby unqualifiedly declared false and without the slightest foundation of fact.

Their action is therefore considered a flagrant violation of business ethics in an attempt to trade on an unconfirmed statement for a selfish purpose.

We thank you in advance for your continued loyalty to our tools at favorable prices under our guarantee of quality and service.

Best wishes for 1921.

Very truly yours,

F. W. BUFFUM, *President.*

Machinist Ball Pein Hammer

Polished face, sides and pein; black neck. White second growth handles.

TOOLS THAT PLEASE



TRADE BUILDERS

Made in sizes 3 oz. to 2½ lbs. Packed one-half doz. in a box.

WRITE FOR PRICES

NO FIRM EVER BUILT UP A REPUTATION MAKING OR SELLING POOR TOOLS

WE CAN'T YOU CAN'T

C. W. GAUSE COMPANY

WESTERN SALES AGENTS

Room No. 605 Williams Building

693 Mission Street - - San Francisco, California

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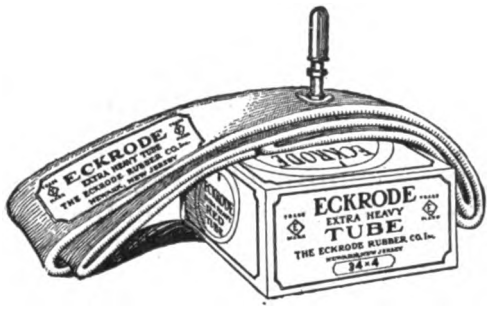
A. E. GLAZE TAKES ACCOUNTS



There is something so reassuring about the very name Glaze, suggesting polish and refinement and clearness and light. In every respect Alden E. Glaze is thoroughly characteristic of his name and we are glad hereby to officially recognize him as manufacturers' sales agent and sales manager of the National Supply Co., with headquarters at 143 Second St., San Francisco.

Mr. Glaze was formerly in the sales department of the Lansing Company at the San Francisco branch, so he is thoroughly familiar with the men and affairs of the hardware trade in the West. Already his representation of eastern manufacturers has taken him to Seattle as well as to Los Angeles, and it is his intention to cover the territory thoroughly and consistently in the interests of his principals.

Among the manufacturers whom the National Supply Co., represents are the Eckrode Rubber Co., Newark, N. J., the Barth Mfg. Co., Milwaukee, Wisconsin, and Tucker Duck & Rubber Co., Ft. Smith, Arkansas.



The Barth Mfg. Co. are known as makers of the Barth jack since 1892, complete from the auto to the house mover. The Eckrode Rubber Co. manufacture Eckrode extra heavy red tubes and repair material known as Eckolastic. The Tucker Duck & Rubber Co. announces a slight reduction in slasher mops and mop heads. This reduction is effective at once, but does not affect their camp outfits. Little need be said of the latter, as they are announcing their products through the columns of the HARDWARE WORLD.

"Every man who enters our employ is an investment. If he fails to grow, to advance, he is a bad investment, and we are the losers. My men develop themselves. I give them a free rope and a long one. If they are too small for their jobs, they get tangled up in the rope and it trips them. If they are too big, they fashion the rope into a ladder and climb higher. Big men are only little men given a fair chance to grow."

—J. Ogden Armour.

THE GOOSE OR THE GANDER?

An Atlanta dealer, having offended, came home the evening of the quarrel with a parcel under his arm.

"Darling," he said to his wife, "look here. I've got something here for the person I love best in all the world."

She came forward with a shrug.

"Humph! What is it?" she said. "A box of stogies?"



PHILADELPHIA MOTOR MOWERS

Lawn mowers will be the subject of consideration with many jobbers, dealers and consumers in the next few months. Therefore it is particularly appropriate that the Philadelphia Lawn Mower Co. should be calling particular attention to its combination motor rollers and mowers at this time.

In these days of labor shortage every saving of man power is a contribution to the general weal. The Philadelphia Co. has built its reputation into the new motor mower. With the new flexible frame they can be used as rollers only and they are equipped with the finest water cooled engines and vanadium crucible steel blades.

Philadelphia lawn mowers are adapted to park and cemetery work, said to be the hardest test known to the lawn mower. The company states that their machines are used by practically 85 per cent of the parks and cemeteries throughout the country. The company produces mowers for all uses and conditions.

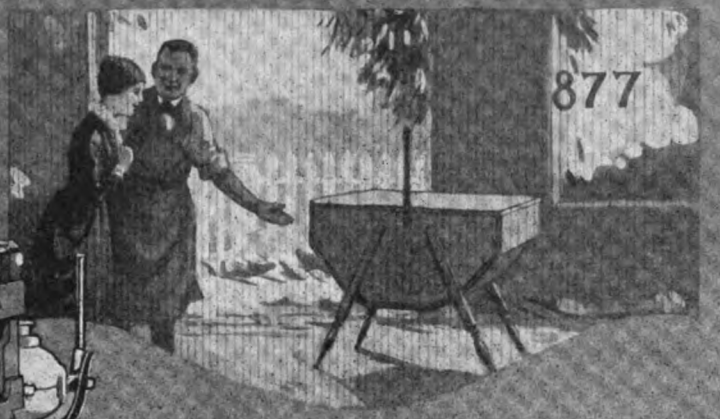
The company believes that there will be a lawn mower shortage in 1921 and advises the trade to order early. Any information, catalog or prices will be gladly issued from the company's office in Philadelphia.

"OUTLOOK NEVER BETTER," SAYS JUDGE GARY

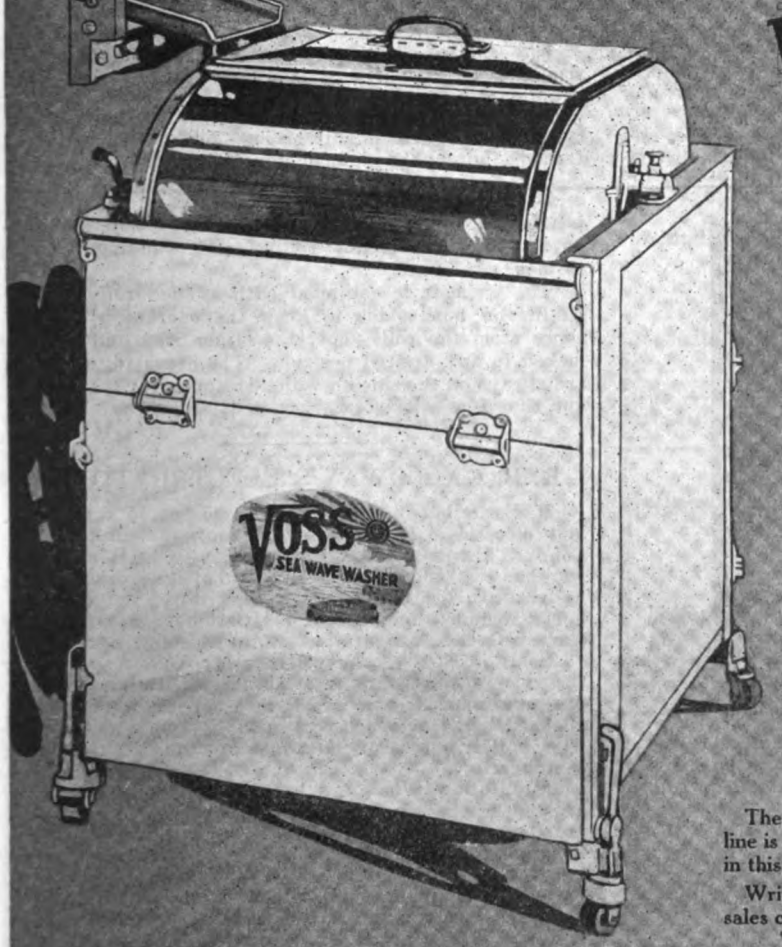
Judge Gary, head of the largest business organization in the world, the U. S. Steel Corporation, thus sums up the business outlook:

"The amount of money in circulation is the largest we have ever experienced, nearing $60 per capita. The resources of the banks have reached a new maximum. Our agricultural, manufacturing and mineral products and the facilities for utilizing all of them to the best advantage are rapidly increasing and, on the average, have reached a new high point. In expressing great confidence in the general business outlook, Judge Gary added: "We have reason to believe that hereafter there will be close cooperation between business and the governmental authorities. Indeed, at no time in the history of this country has the outlook in this respect been better. It goes without saying that great progress and prosperity in this country will be of decided and continuing benefit to all other countries."

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The First Washer Made By Voss Bros. 44 Years Ago Still Does Good Work



Announcing---

VOSS SEA WAVE WASHER

The Sea Wave Washer represents our combined skill and experience of 44 years in designing and building good washers.

Beyond all question it is the world's finest electric washer. Nothing experimental about it. Every feature proven perfect by practical test.

The sheet steel cabinet is strongly braced: two doors, with safety panels. Finished in sea green enamel. Ball bearing castors with locking device.

Thermos tub. White baked enamel outer shell. The inner wall is copper, heavily tinned. Keeps boiling water hot for five hours.

Oscillating motion makes powerful figure 8 movement of suds. Cone clutch prevents tub from jerking when starting or stopping washer.

Equipped with 1-4 H. P. Motor and famous Voss Reversible, Swinging Wringer, with three positions and safety release.

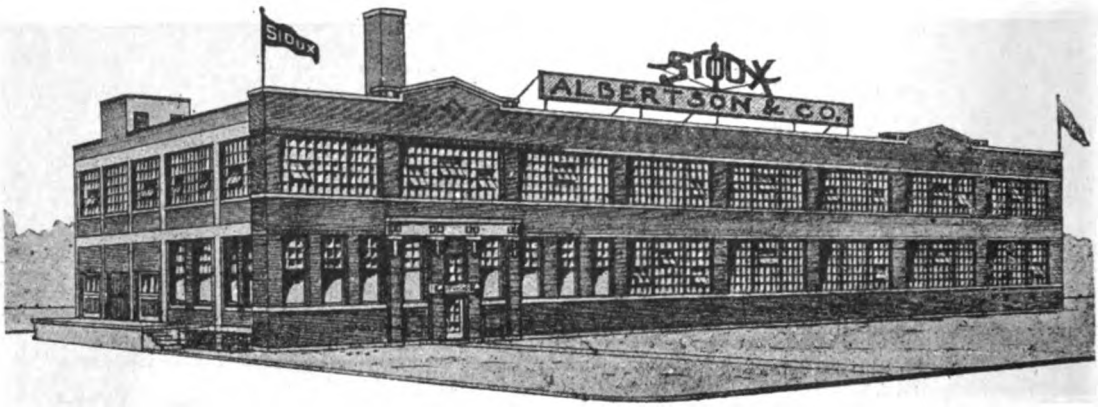
The Sea Wave alone or with the full Voss line is the biggest money-making proposition in this field.

Write for complete catalog and exclusive sales contract.

Voss Bros. Mfg. Co., Davenport, Ia.

"The First Washer Was a Voss—44 Years Ago"

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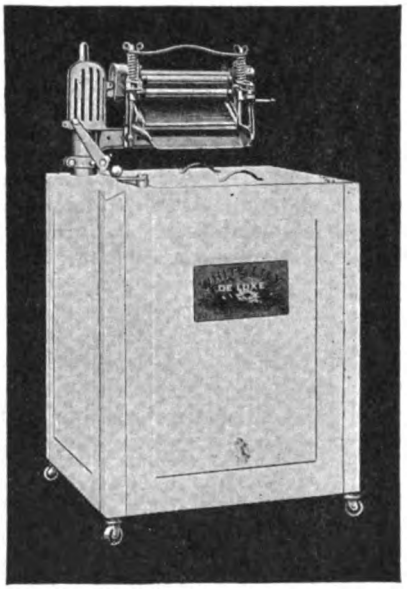


THE FACTORY THAT MERIT BUILT

Albertson & Co. started out in a humble way in Sioux City Iowa, a few years ago to supply labor, time and money-saving tools for dealers in auto and motor repair industries. They wanted to make good tools—tools that would simplify and make easy tedious jobs in motor repairing. So sincere have been their efforts, and so sound their activities, that Sioux tools have grown true to their original plan and their makers and their home have grown out of all proportion.

Here is the new factory of Albertson & Co., and even now it is scarcely large enough to hold the activities and energies of these active tool manufacturers. Here, in this fully equipped, day-light factory, have been installed up-to-date laboratory equipment for testing all kinds of steel, to assure the right material in all tools. Modern factory equipment insures the greatest possible efficiency and the least possible overhead in turning out volume.

The factory stands on five acres of ground, so situated that at no time in the future will the company be cramped for space to take care of its increasing volume of business. New units can be erected, or new stories added, which will become but new units of a factory thoroughly planned into the future.



THE WHITE LILY DE LUXE

There is something pleasantly suggestive in the very name "White Lily." The new machine developed by the White Lily Mfg. Company of Davenport, Iowa, has several distinct advantages.

The full cabinet entirely encloses all working parts. There are no projections from the straight sides of the cabinet. Each side constitutes a panel, which fits into grooves of the frame, and is easily lifted, thus giving unhampered access to the working parts for oiling, cleaning, etc.

The machine is finished in pure white enamel and is mounted on large steel casters, making it possible for the housewife to move it with very little effort.

The White Lily De Luxe is a cylinder type washer—the cylinder making a complete revolution, then reversing for a complete revolution, etc. This action eliminates the objectionable rolling and wadding of the clothes.

The wringer is equipped with 12-inch rolls, safety guards on both sides to keep the operator's fingers away from the rolls—operates either way and can be locked in any desired position. The operating controls are always on the side on which the operator is standing and therefore within easy access at all times.

R. B. GALLOWAY'S ELECTRIC FORCE

R. B. Galloway, buyer for the household furnishing and electrical goods department of the Richards & Conover Hardware Co., Kansas City, Mo., is one man who has certainly caught the spirit of his work. When he entered his department there were no electrical goods included, and one of his first changes and additions was the inauguration of an electric department.

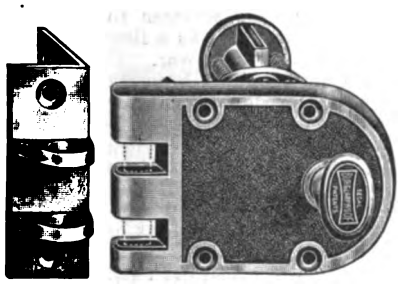
So it is hard to say whether Mr. Galloway caught the spirit of his work, or whether Mr. Galloway's department caught some of his own spirit. At any rate, Richards & Conover have become dynamic and "live wire" distributors of electrical appliances throughout their territry.

Mr. Galloway has now been a member of the Richards & Conover organization for over seven years. We are fortunate in being able to publish this word of his to the hardware merchants, pointing out the profit and satisfaction to be gained in handling electrical appliances and equipment. More and more customers need electrical goods, and when such a house as Richards & Conover with its sixty-four years of business integrity can supply these electrical goods, merchants cannot help but profit in handling them.

Merchants will find that in every part of the West the big, reliable jobbers can supply them with standard electrical equipment. Profit and satisfaction will mutually result from handling electrical goods.

To serve customers, you must have an adequate supply of staple articles.

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JIMMY-PROOF LOCKS AND MINUTE-MADE KEYS

It is seldom that we find a manufacturer announcing both a lock that defies the burglar's jimmy and a rectifying key cutter that will cut an accurate key in less than a minute. Yet this is the substance of the announcement of the Segal Lock & Hardware Co., New York, rapidly growing manufacturers with two sterling products.

Twenty-six burglary insurance companies have endorsed the Segal Lock and recommend it as burglar-proof. In a recent apartment robbery in New York, the only tenant who escaped loss was a man who had a Segal lock on his door.

The company offers to supply merchants with a demonstrating model for counter use, showing how the lock operates. This model is said to make sale after sale.

The Segal Rectifying Key Cutter should make key-cutting profitable, for it promises to cut a duplicate key accurately in less than a minute. The machine cuts flat steel keys, as well as cylinder or grooved keys.

Further particulars will gladly be supplied by the enterprising manufacturers of these two mechanical and humanitarian opportunities for the hardware merchant.

SPEAKING FOR PRISCILLA WARE

Although it is the boast of the Leyse Aluminum Co., Kewaunee, Wisconsin, that "Priscilla Ware speaks for itself," nevertheless we are making bold to say a supplementary word in commendation.

The very fact that H. J. Gute & Co. are far western representatives of the Leyse (Lee-See) Aluminum Co. is guarantee enough of its integrity and the quality of its products. For over 15 years the company has specialized in manufacturing aluminum goods and have an experienced organization trained in careful workmanship of a high standard. Priscilla Ware is made of heavy gauge aluminum, highly polished and with a finish all its own. It is sold through the retail merchant only at prices that make the line highly profitable to the dealer.

The company or its western representatives will be glad to quote prices on application from any merchant.

A LATCH THAT LAUGHS AT SAGGY DOORS

The Aagaard latch for doors and gates is said to be the most practicable, simple and positive acting door latch yet devised. It has no springs to weaken through use or abuse and is the only latch made that has both handles and latch in one piece.

The Aagaard is suitable for doors of varying thicknesses and can be easily and quickly installed. With an Aagaard doors once shut are securely latched. These latches are manufactured by the Aagaard Latch Co., 247 Madison St., Milwaukee, Wisconsin.

You can't sell a man anything unless you interest him. Getting a job is selling your services. To do that you must interest somebody in yourself. And unless you can be interesting you will get very little attention.



$1.00 An Unbreakable Oil Gauge for your Ford

ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

Sold by dealers everywhere, or prepaid on receipt of price

Apco Mfg. Co. - Providence

SIOUX

Trade Mark Reg. U.S. Pat. Office

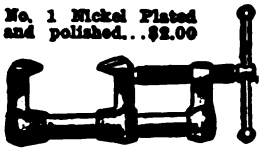
Sioux Tools are the standard tools in garages everywhere for

REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZED VALVES

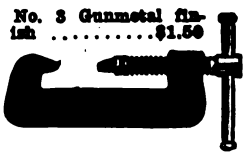
ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

Nationally known tire concern, thanks to certain fortunate circumstances, is able to take on the manufacture of a special brand tire with any tread design desired.

Fo further particulars address

RUBBER CORPORATION OF AMERICA

240 West 55th St., New York

IMPORTANT

SUPPLY HOUSES:

Write for our Exclusive Agency Proposition (HW) for your locality.

ALERT TOOL COMPANY

237-39-41 North Sixth St., Philadelphia, Pa.

The Standard Spark Plug of the World

AC

Champion Ignition Company, FLINT, *Michigan*

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C. E. S. HILL, MANUFACTURERS' AGENT

Another clean-cut, conscientious, ambitious, hard-working young man has worked up through the ranks of the hardware trade until he is a manufacturers' agent, and we are glad hereby to introduce him to our readers and commend him to their attention and their reliance.

C. E. S. Hill has for some time been partner in the Jordan-Hill Co., western distributors for the Sharples milking machine and now he is also a representative of eastern manufacturers.

For some years before the United States declared war, Mr. Hill was with Baker & Hamilton, but he loyally left to give his services to his country. He was in the army two years as a lieutenant in the coast artillery corps during the war. Upon his return he was again a member of the Baker, Hamilton & Pacific Co., in the creamery department for a year. It was a natural graduation to organize the Jordan-Hill Co., representing creamery supplies.

Mr. Hill's pleasing personality and his familiarity with the hardware business amply qualifies him for the work that he has chosen, and we know that he will successfully handle any lines that he selects.

HOW MISSOURI MERCHANTS MEET MAIL ORDER HOUSE COMPETITION

Denny & Jones, who are enterprising merchants handling full lines of hardware, stoves, furniture, household goods, queensware, glassware, in fact, a department store with seven departments of quality and quick service, as their letterhead indicates, tell us that one of the best methods they have of combating mail order house competition is to deliver the goods in a light auto truck, especially any orders of consequence, for that is a service that the mail order houses cannot give.

They deliver from every one of their stores all of their furniture, and find it very much appreciated service, which can only be furnished by the local dealers.

An increase in capital of the Universal Products Company, of Sandusky, Ohio, and Oshkosh, Wis., to $500,000, has been announced, including the purchase of the H. C. Doman Company, of Oshkosh.

The new company will continue to manufacture the Universal products, electric lighting and power plants and the Doman marine engines.

The Montrose Hardware & Implement Co. have opened their store at Montrose, Colorado, with a $50,000 stock.

What you are is more important than what you've got.

SHERWIN-WILLIAMS DISTRICT SALES FORCE IN SESSION AT EMERYVILLE PLANT

The Sherwin-Williams Company held their Western Sales Convention last month in Oakland, at the recently built Emeryville plant. L. W. Wolcott, district manager, was general chairman and the program included various sales sessions, plant inspection, banquet on Monday night and other features. About one hundred men were present, representing the San Francisco, Portland and Los Angeles Sales Divisions.

Cleveland officials present at Oakland during the meeting were: H. D. Whittlesey, vice president and managing director of sales; L. F. Collister, formerly of San Francisco, now manager of general trade sales; P. F. Kinnison, manager of general varnish sales, and C. M. Lemperly, director of publicity.

In commenting on the general business situation, H. D. Whittlesey said:

"Some of us who have recently toured the country, with few exceptions, have heard and seen only evidence of basic soundness and prosperity. This goes back to agricultural conditions in the last analysis.

"Bumper crops are reported, and although certain of the crop prices are somewhat lower than the average of the last three years, there is evidence of a greater yield per acre everywhere.

"People on the farms and in the cities are not going to deny themselves the things they want and need, and it is interesting to note reports from farms which indicate a higher percentage of automobiles, electric light plants, talking machines, electric devices and labor-saving appliances.

"Even those consumers who say they are not buying automobiles, in almost the next breath tell their neighbor that the next car they will buy will be a higher priced car than the last one—indicating that the purchase is being only temporarily deferred until certain readjustments have been worked out."



"Sherwin-Williams Covers the Earth," and here are more than a hundred men who cover the Pacific Coast with paint and with credit to the company.

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ONE STOVE—TWO FUELS

The Spark Combination Range, manufactured by Hammer-Bray, has the unique advantage of providing for the use of either coal or gas, or both in the same stove. Combined with this utility feature, the range is announced by the maker as being as beautiful in the kitchen as a baby grand in the parlor, and when beauty and usefulness are combined the world knows that the ideal combination has been secured.

The stove is guaranteed for five years and is especially suited for small apartments where it occupies but the space of two kitchen chairs. Spark Combination Ranges are manufactured by the Hammer-Bray Co., at Oakland, and distributed through the F. L. Green Co., Seattle, B. L. Markee, Portland, and D. B. Adams, Los Angeles.

TWO LAMPS IN ONE

One of the features of the electric lamp line of the Whitelite Electric Co., of New York, for which the Lloyd Sales Agency are western representatives, is the Two-In-One (Dualite) Lamp.

It is a new item in this line. An ordinary double filament is used one at a time, at the highest standard of efficiency. All you have to throw away is the screw cap in the center of the base. Put the lamp back in the socket, and instantly the second filament leaps into service, as efficient and as lasting as the first. You can use this lamp twice over again, getting exactly double the service, by the labor of unscrewing it from the socket and screwing it back again.

ACHIEVEMENT IN LAMP MANUFACTURE



The Whitelite Electric Company of New York City, manufacturers of the "Whitelite" Nitrogen Lamps, have placed on the market their latest achievement in lamp manufacture, the Whitelite "Dualite" or "Two-in-One" Nitrogen Lamp.

This lamp in a way realizes the classic dream of making two ears of wheat grow where only one grew before, and is the product of many months of research and development in their laboratories. It is a standard size nitrogen lamp, at present made in the 100 and 200 watt sizes, and constructed with a double filament, one filament burning at a time.

When the first filament has run its course (to the extent of about 1000 hours) the lamp is removed from the socket. A screw-cap on the base is so arranged that when it is removed the second filament leaps into service. This second filament is as efficient and as lasting as the first.

The gas used in all Whitelites is genuine Argon Gas and the use of this gas in the "Dualite" removes all danger of discoloring the bulb.

The Lloyd Sales Agency, Monadnock Building, San Francisco, are representatives for the Whitelite Electric Company, and are distributing Whitelite products through the regular jobbing channels in the West.

STRANAHAN NEW PRESIDENT OF THE A. E. A.

During the recent convention of the Automotive Equipment Association at Chicago, Robert A. Stranahan of the Champion X. Mfg. Co., of Toledo, Ohio, was elected president.

Other officers elected are as follows: Vice president, H. M. Dine, Dine & De Wess, Canton Ohio; commissioner, W. M. Webster, Chicago; chairman of the board, L. P. Halladay, of L. P. Halladay & Co., of Streator, Illinois.

Members of the board were selected as follows: Manufacturers—Charles C. Sales, Colorado; C. L. Stebbins, Indiana; W. H. Parker, Michigan, and S. D. Black, Maryland. Jobbers—W. E. Wisster, Iowa; H. H. Reinard, Minnesota; B. L. Clements, Texas, and A. D. McMullen, Utah.

To get credit, first get a reputation.



The recent S.-W. Sales Convention at the new plant at Emeryville was one of the most informing, enthusiastic meetings ever held in the West.

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Plumbing and Heating

EXPECT MORE BUILDING IN 1921 THAN IN FOUR YEARS

Editor HARDWARE AND PLUMBING WORLD:

In making the decision as to what policy merchants should pursue in placing their orders for the first half of 1921, it will be necessary for the merchant to make a survey of the factors now existing and probably will exist in the first six months of the new year. It is a known fact that there is a shortage of at least three million of homes in this country, and that while there will probably be some relief in the cities in the housing problem due to the fact that men who came to the city to take advantage of the high wages are now returning to the smaller towns and even to the farms, where work is always to be done at a fair wage, the shortage of homes in these towns and small cities still exists and will have to be supplied.

There has been some reduction made in building materials and this will reduce the cost of construction, not very much, but it will have its effect. Wages will not be lowered, but they will be uniform and building will not be handicapped by strikes. The other most important factor to consider is the attitude of the bankers. They have been calling in their short loans; in fact, for months they have been setting their house in order. Our opinion is that they will have a large amount of money to be loaned at a standard rate of six per cent on mortgages covering new buildings. This money will be available in the early spring.

Our prediction, therefore, is that while building will start perhaps a little late in the coming year, there will, nevertheless, be more building done in 1921 than in any time in the past four years. Our recommendation, therefore, to the merchant who handles any material used in building would be to place their orders in January for their first six months' requirements. If they do not there is the possibility of their not being able to get material when they want it, and they would be forced to go through some of the experiences that they have had in the past few years. If they wait after January for a lower price we do not believe that it will be secured. We wouldn't be at all surprised to see some goods higher in February than they will be in January.

Yours very truly,

PITTSBURG WATER HEATER CO.,

Pittsburg. F. H. Knapp, Gen. Mgr.

Some fellows get all fagged out—dodging work.

"If you fill your head with commonsense, the filling of your purse will taken care of itself."

Every human being has this much in common with God, that even he make his own world."

PROTECT BUYERS IN PRICE

Editor HARDWARE AND PLUMBING WORLD:

In the iron business, pig iron has been very slow to decline in price and until the price of this material does drop, manufacturers of iron products cannot be expected to sell at a much lower price.

There has been some drop in the price of our material, and we are free to accept orders at our new quotation against any further decline in the price of our material within the next month or two, or in other words, we are ready to protect the buyer of our goods, and under these conditions, we believe orders should be placed promptly.

One reason for this is that it will enable the buyer to inventory goods now on hand at the new price, thereby taking his loss, if there is to be any, during the year 1920, rather than in 1921, and, furthermore, if all buyers wait until after January 1 before placing their orders, the manufacturer is going to be crowded with orders and his supply of material will be quickly exhausted, making it impossible for him to fill all orders promptly.

We believe the tendency is towards lower prices, but we also believe that withholding orders will not necessarily create lower prices, as we are confident any manufacturer will have to lower his price as the price of raw material entering into the manufacture of his goods declines.

Yours very truly,

RHODE ISLAND FITTINGS CO.,

Hillsgrove, R. I. C. P. Clough, Treas.

HE WHO CAN AND KNOWS

Elbert Hubbard said, "Responsibilities gravitate to the man who is able to shoulder them and power flows to the man who knows." Consider the happy choice of words, particularly the word gravitate.

Assure yourself that you are doing all in your power to provide yourself with the capable shoulders and then wait with serenity the action of that inexorable law of gravitation, which has never been and never will be defied.

Our women readers should remember that Mr. Hubbard used the word man in its generic sense and that this is the golden age for women.

Take time to decide correctly any proposition that is put up to you, but learn to decide correctly as quickly as possible.

Sprig, Sprig, beautiful Sprig!
Isn't Sprig a glorious thig?
Buddig trees, hubbig bees!
(I've got a code right dowd to by knees!)

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Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.

Would you appreciate a dependable, positive and long-lived Forcing Pump?

COHO RED RUBBER



EXTRA QUALITY

No. 5001

With Cleanable Valve
Ask your Jobber or write us direct

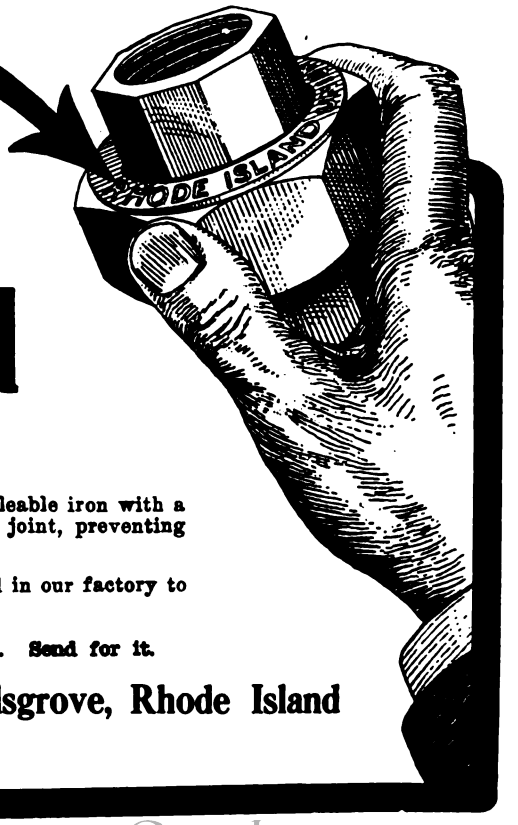
C. W. B. CORNELIUS CO., INC.
Manufacturers of
Plumbing Specialties
209-211 Tehama St., San Francisco

GAS or OIL or WATER or STEAM

is *absolutely safe* where

Rhode Island

UNIONS are in use



The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters' Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island

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NO MARKED DECLINE IN PRICES EXPECTED

Editor HARDWARE AND PLUMBING WORLD:

While there have been very few declines in prices on plumbing and heating supplies, there is more or less agitation in regard to reduction in prices. Production has as yet not reached a point where there would be anything like an overstock so as to cause a reduction in price and this is particularly noticeable in tubular goods, especially pipe. I cannot see where there would be any marked decline, but do, however, look for some reductions.

As far as suggesting what the dealers should do in placing their orders is concerned they are now buying only for their immediate needs and I believe this will continue to be the case until such time as it is generally felt that prices have reached the low level, based on production and consumption.

Yours truly,

THE M. L. KLINE CO.,

M. L. Kline.

SIT ON YOUR TROUBLES AND SMILE

Build for yourself a strong box,
Fashion each part with care;
Fit it with hasp and padlock,
Put all your troubles there.
Hide therein all your failures,
And each bitter cup you quaff,
Lock all your heartaches within it,
Then—sit on the lid and laugh.

Tell no one of its contents;
Never its secrets share;
Drop in your cares and worries,
Keep them forever there;
Hide them from sight so completely,
The world will never dream half.
Fasten the top down securely,
Then—sit on the lid and laugh.

If you do not feel like laughing and think you could not laugh naturally, then smile. But by all means "sit on the lid." And some day when you feel just like it lift the lid and peer into the box. Doubtless you will be surprised to find, as another philosopher did, that most of the things you have been sitting on "never happened." You have been sitting all the while on an empty box.

PROTECTION OR THE SOUP HOUSE

O. R. Antelman, representing Janney, Semple, Hill & Co., Wholesale Hardware, Minneapolis, Minn., expresses himself as follows in regard to tariff charges:

"You surely will have my entire support so far as the protection of American goods and home made products of all kinds of home industries.

"If we do not get away from the conditions that exist at the present time we will all have to go to the soup house.

"Labor should be at work in place of letting Europe make the goods and ship to this country, for the reason that people will buy goods in the cheapest market if possible to get same."

THIS IS THE TIME

(Here is a vital message for business America, published recently as a full page advertisement in the New York Times by the Federal Advertising Agency.)

This is the time for every brain and hand to utilize every atom of energy, every constructive thought, every helpful suggestion that will furnish more power to the business motor.

This is the time when the generals of business must take off their coats, roll up their sleeves, spit on their hands and re-vim every department, inside and out. 100 per cent management must register 110 per cent and more.

This is the time when raw material men must join forces with manufacturers, without fear or favor, to keep production on an even keel with both hands on the wheel.

This is the time when manufacturers must coordinate their interests with wholesalers in a will to win by working together.

This is the time when wholesalers must cooperate to the fullest extent with retailers by the suggestion of better selling methods. Showing a merchant how to sell more is to show him how to buy more.

This is the time when the entire sales organization should be on the road selling prosperity, and star salesmen should not ignore the one-night stands. Beating the brush for business is more profitable than killing time at home.

This is the time when retailers must take advantage of every legitimate means of inducing business by catering to the public needs at equitable prices for dependable goods. Business may be encouraged when it cannot be forced.

This is the time for the salespeople behind the counter to remember that truth, courtesy and smiling service are the three great assets of personal success.

This is the time when the business whiner should be ostracised, the grouch banished, the discouraged inspired.

Inertia begets inertia; every complaint imagines another.

Super-effort in the sanctum, office, factory, on the road, behind the counter, will do more to blow away the clouds of uncertainty and put business on a soundly economic basis than all the theories that ever have been or ever will be expounded.

This is the time—let's all go to work for the new era of real prosperity.

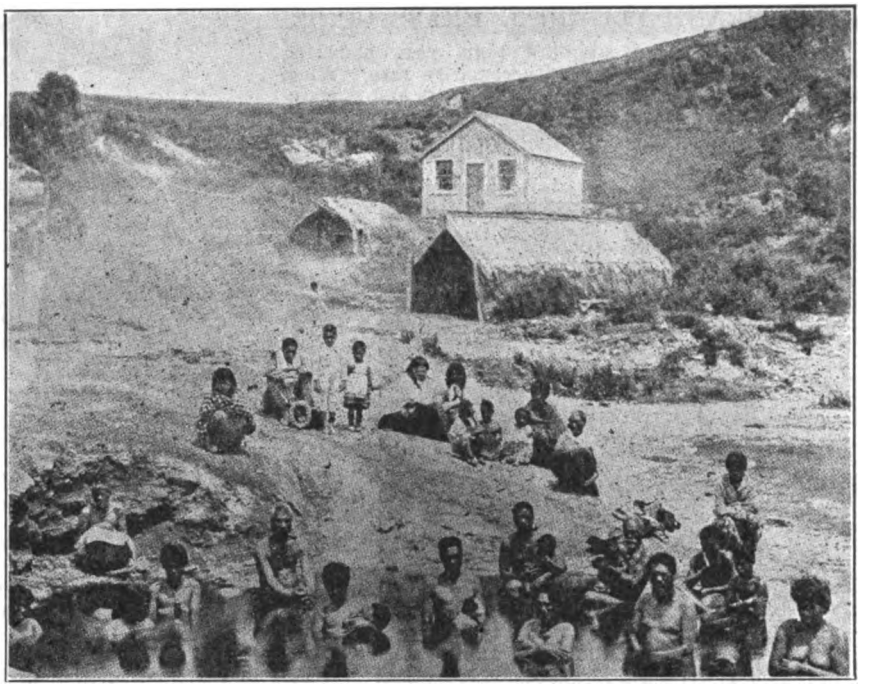
Interesting people always get along. But in order to be interesting you have got to be out of the ordinary. You must know more about something than the average man; you must know how to do something better than the average man.

Until you are able to interest yourself in something, you will never learn enough about it to be able to interest others.

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Keeping pace with the general development of the modern world has been the plumbing industry in its innovations and improvements in plumbing fixtures. House-builders and home-makers can secure modern fixtures and improved plumbing fittings that were never dreamed of a generation ago, or even a few years ago. Yet if one were to judge all of New Zealand by this picture, he might think it hardly a profitable or promising field for the plumber.

Here is a tribe of Maoris enjoying their ablutions. A mud pool takes the place of polished porcelain and the water is warmed by nature. Doubtless those on the bank are "waiting their turn" until the "coast shall be clear."



The minister called at a certain Shapleigh-town home, just after he had come to his new pastorate. The small boy was present long before his mother came downstairs to greet the dominie. Trying to be cordial, the minister said, "How old are you, my little man?" "I am five at home, six at school and three on the cars," was the delightful reply.



OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.

C. F. Church Mfg. Co.

CAPITAL $ 25,000.00

MANUFACTURERS OF
THE FAMOUS WHITE PYRALIN CLOSET SEATS,
TANKS, BATH-ROOM CHAIRS, STOOLS, MIRRORS, FRAMES,
MEDICINE CABINETS, TOWEL BARS, ETC.

THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

HOLYOKE, MASS.



HOME OF

SNOW WHITE PYRALIN



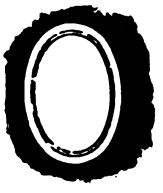
White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.





THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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BEAR BRAND PLUMBING BRASS GOODS

Manufacturers of standard high class plumbing fixtures in the far West are necessarily rare. When such a manufacturing establishment exists and is maintaining a high standard, it deserves the interest and the attention and the open-minded consideration of every western buyer.

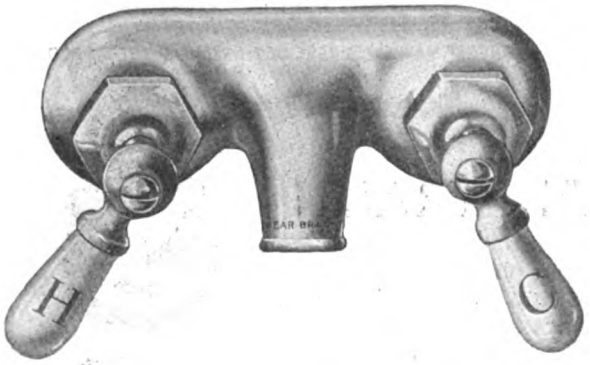


M. W. WUESTHOFF

Such a concern is, we believe, the Standard Brass Casting Co., with its foundry and plant at Third and Jefferson Streets, Oakland, and sales offices at 823 Monadnock Building.

For some time the foundry has been developing a high standard of excellence and merit in general foundry work. A year ago the manufacture of a full line of brass goods was started, under the able direction of M. W. Wuesthoff.

In the year's time the perfection and sale of Bear Brand fixtures has been nothing short of phenomenal and bids fair to increase constantly as time goes on.



This bathroom cock, designed by Mr. Wuesthoff, is sold exclusively under the Bear brand by the Standard Brass Castings Co.

The designer and general sales manager for the plumbing brass line as well as the counselor and vital force throughout the company's growth has been M. W. Wuesthoff, known to the trade for years as an expert on brass goods, and formerly representative of some of the leading manufacturers in the United States along these lines.



A bibb that any hardware or plumbing merchant may be proud to sell.

During the last year Mr. Westhoff has divided his time between the other factories he represents and the Standard Brass Casting Co.'s foundry in Oakland. He has entire charge of sales of the company, as well as in designing new goods and generally superintending the output.

Mr. Wuesthoff has been loyally supported in his enthusiasm by the officers of the company, headed by N. A. Alper, president, and S. H. Rowland, secretary and treasurer.

Bear Brand goods are first class and unique in design and innovation. The line includes bath cocks, basin cocks, compression bibs, quick compression bibs, slip joint stops, iron pipe stops, boiler drains, and many other items.

The newest innovation is a laundry tray fixture. The company is also working on an irrigation valve, which will be a revolutionary development on anything now on the market. All fixtures are tested under actual Oakland city water pressure and are guaranteed by the company. The goods are sold by leading jobbers throughout the West, and are distributed only through the legitimate channels of the trade.

M. L. KLINE'S PRACTICAL GIFT

The M. L. Kline Co., at Portland, Oregon, has long been famous and noted for their lavish Christmas gifts and seasonal greetings to their friends and customers. This year they have even outshone their record of former years.

It is a yearly custom with the Kline Co. to mail calendars and memorandum books to the entire trade in Oregon, Washington and Idaho, and this of course has been done as usual. In addition to this the company has issued a blue print drawing, measuring 16x26 inches and containing in handy reference form the staple price lists and sizes of all classes of fittings, plumbing, mill and steam fixtures.

The trade that does business with the M. L. Kline Co., or any who would would be interested in faultless quality and prompt service, on application will gladly be supplied with any of these practical trade helps mentioned.

Sell whatever you buy for a fair profit over the cost of doing business. Do not allow yourself to be misled by the clamor for lower prices into sacrificing a fair profit or into failing to stock articles which are actually selling.

Prosperity stays only with those it does not spoil.

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CANNOT SELL GOODS UNLESS YOU HAVE IN STOCK

Editor HARDWARE AND PLUMBING WORLD:

It is my firm belief that manufactured goods, such as used in building, will be short again by the middle of 1921. During the twenty years I have spent on the road selling goods, I have seen it several times that merchants held off similar to the way they all are doing now, expecting lower prices and easy deliveries. Then all at once the storm broke and everyone wanted goods.

Prices went higher instead of lower and no one could get satisfactory deliveries. Unless goods are on hand the merchant cannot sell them. While some articles will have to come down somewhat, I do believe that the drop will be nothing like some people expect.

The country is so short of buildings and especially houses for people to live in that the demand for building material is bound to be great and the law of demand and supply will cause prices to soar again. Now is the time to place orders while the manufacturer wants them. Next summer the manufacturer is going to be loaded up with orders and it will be first come, first served. When building once starts, everyone falls in line and wants to build, too.

Yours very truly,

San Francisco. M. W. WUESTHOFF.

A good thing is worth holding on to, but the quicker you let go of something that you have proven poor and of doubtful value—the better.

"A lot of sympathy is wasted on some persons who would be benefited far more if they received a series of swift kicks."

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

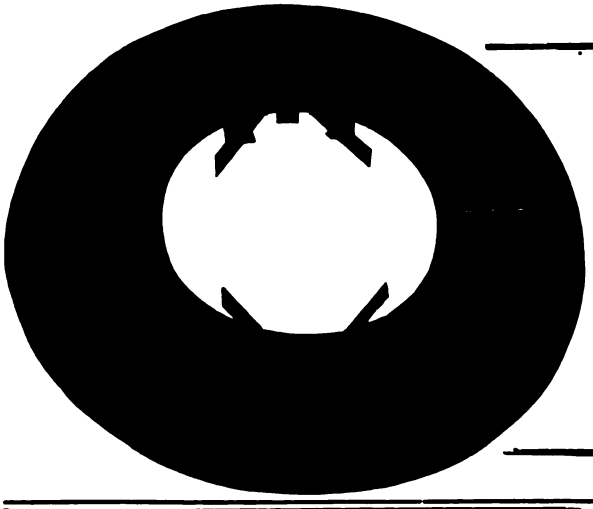
MANUFACTURED BY

THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.

NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum, Bldg., Portland; Hollenbeck Bldg.; Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, No. 858 Beaver Hall Square, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS

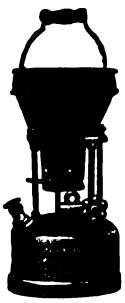


No. 208 Torch List Price Each $16.00 Ask for Discount

Produces Two to Three Hundred Degrees More Heat

and saves Time and Fuel. That is what this Torch does. Burns **Kerosene or Gasoline. The Double Blunt Point Needles add many years to the life of this Torch.** Insist upon having it. Jobbers sell at factory price. Booklet free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



Patented No. 12 Furnace

You Should

have on file our No. 35 catalog, illustrating and describing the "Always Reliable" line of torches, furnaces, braziers, repairs for those articles, solder pots and melting ladles. If you do not have one, please write us at once.

When you again order any of the above goods you should specify the "Always Reliable" so as to ensure perfect satisfaction. Our line is handled by most dealers and jobbers. If your dealer or jobber does not stock this make, please mail us their names and we shall try to have them do so.

Established 1876

OTTO BERNZ CO., Newark, N. J.

We Make Too Much Noise

(By Harry G. Nye)



You would think that noise is the cheapest thing in the world, because it doesn't cost anything to make it, but personally I believe it is the most expensive—and I have made a lot of it, and ought to know.

We Americans are a noisy bunch. I don't refer—at least not just yet—to our orators, but first of all to the noise we make in our daily occupations.

Now, a plumber's shop or a machine shop or any other sort of shop is not a pink tea place under any circumstances. There is no upholstered furniture, and there are no Wilton carpets. Along in August there are a few wiltin' plumbers, but no carpets.

And rasselin' iron pipe and pipe tools around is not a quiet job. You can't run a shop without noise, and that is all the more reason for running it with as little noise as possible.

Noise Expense, Because It Kills Nerves

Noise costs money, unnecessary noise, because noise kills nerves—and noise is what we Americans do business on. Sometimes it is just nerve, but if that is a man's entire capital he better conserve it. We ought to take as good care of our nerves as we do of our tools—but perhaps that isn't saying much. If some of us didn't treat ourselves any better than we treat our tools, we would be in the hospital in a week. There is a way to treat a die right just as there is a way to treat a man right, but that isn't what we are talking about today.

But every time you throw a pipe across the room and let it land on a bunch of iron that isn't tuned as pleasantly as a harp, you shoot a shot through your own nerves and through the nerves of every man in the place. Every time you shoot a man in the nerves you plug a hole in his nervous energy.

I am no doctor, and I don't know much about the inner mechanism of a plumber or a machinist. But I know enough about it to know that your brain is your dispatcher and your nervous system the system by which you operate the plant known as the human body. Mashing a nerve is like mashing a wire. You may not break the insulation, but it is certain sure you have done some damage.

That wire will go right on doing business—until some day a little extra strain will be put on it, and something will crack, and you won't show up next morning. You'll lay it on your wife's cooking or something else that is handy, but ten to one you have been put out of commission by one of man's hardest enemies—Noise.

Busy, But Work Quietly

The quiet man will get more done, and will do it longer, than the noisy man every time. He isn't burning up energy and busting up nerves with noise. He is using his nerves for his work, and they are his friends instead of his enemy.

So I want to protest against noise. That's why I don't like jazz music, for instance—jazz has been defined as nervousness set to music but I would amend that by suggesting that jazz is nervousness set to music and then the music extracted. All that is left is Noise.

There is nothing very soothing to the nerves in a whirling dervish of a banjo player seeing how much racket he can get out of a gut string. The manhandling of a piano by some young man who ought to be working days producing necessities instead of nights producing noise won't put you in any better shape for the labor to come in the morning.

Another fellow said a good thing the other day when he said that we would never have peace, real peace, in this country until we beat our swords into ploughshares and our jazz orchestras into insensibility.

As for the noisy jaw, I don't need to talk about that at all. There isn't a man within reading of my pen who doesn't know that the noisy conversationalist is a nuisance, distracting us from our work and, in fact, causing distraction in general.

A man ought to be permitted to have his opinions, but that is no reason why he should want everybody else to have them. A man isn't to blame if he has smallpox, but that is no excuse for exposing the whole shop. And there isn't much difference between smallpox and some men's opinions. It would have been better for the shop, for example, if some fellow who first introduced bolshevistic bunk into it had spread around a little smallpox instead.

Make Less Noise and Live Longer

We make too much noise. Let's make less—and live longer, laugh longer, make more money and get more done. Some fellows think if they make a lot of noise they will get credit for being mighty busy, but that kind of noise doesn't fool the boss any more than lip noise fools the man of sense. Noise is waste of energy and nerves, quiet is easy and efficient. Let's cut out the unnecessary noise in work and conversation. If there is anything the matter with Chicago, that's it—Ill o' noise.

Gorman & Co. will engage in plumbing, sheet metal and steam heating lines at Susanville, California.

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"COMMERCIAL BRIBERY"

It comes as a shock to most of us that grafting in business—the giving of tips and bribes—has reached such proportions in our own land that the Federal Trade Commission is giving considerable attention to a study of the evil, and The Commercial Bribery and Tipping Review has appeared with the sole object of fighting both forms of business graft.

We are told that the practice of business bribery has grown to such an extent that it threatens American business life with a kind of moral dry rot. The man who complains loudest against the tip he is obliged to give to get a special table at a cafe, will think nothing of accepting a tip ten times as large for giving "special consideration" to some order for merchandise, or passing on some building specifications, or "fixing" a buying department, as the case may be.

We do not need to elaborate on this sort of thing. We do not need to point out specific instances, though the Federal Trade Commission cites many of them. Every one of us knows when he takes a tip or a bribe, and every one of us knows that in doing so we are doing a disreputable and a dishonest thing. Grafting is the lowest form by which one may secure an advantage in business, and the man who finds it necessary to get business through bribery should not be able to find an opportunity to deal with a business man within the borders of the United States.

If you can't do business honestly, strictly on the square, and on the prices and merits of your own goods, then, for the honor of American business, get out of the game and stay out.

—Valve World.

CITY VS. COUNTRY EDUCATION

The oldest of two farm boys left the old home place for the bright lights. After working a while at his job in the city he wrote his brother out on the farm telling of the joys of city life, in which he said:

"Thursday we autoed out to the country club where we golfed until dark. Then we motored to the beach, and Fridayed there."

The brother on the farm wrote back:

"Yesterday we buggied to town and baseballed all afternoon. Then we went to Med's and pokered until morning. Today we muled out to the cornfield, and gee-hawed until sundown. Then we suppered, and then we piped for a while. After that we stair-cased up to our room and bed-steaded until the clock fived."

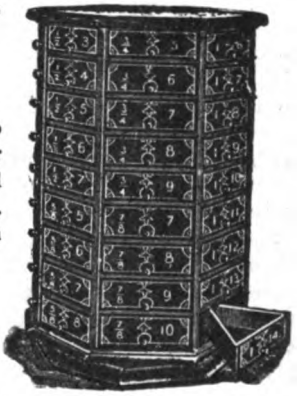
Chas. Fanning, formerly of Powell & Fanning, Colfax, will be in active charge of the plumbing business of J. H. Woods at Oakesdale.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio





No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

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THE PAYMENT ON ACCOUNT SAVED THE DAY

(Copyright by Elton J. Buckley)

The following letter will enable me to say something which has been in my mind to say for some time:

Walsenburg, Colo.

Some time in September a brokerage house of Walsenburg asked us if we could use a car of fresh grapes from a friend of his that lived in Trinidad, Colo., who made it his special business to buy and sell grapes.

After considering his offer, on October 2 we asked him to call this man on long distance telephone and ask him what price he could make.

After hearing his price on October 4 and agreeing to it, we were asked for $500 as a guarantee, the rest to be paid through a bank draft on arrival of the car. The car to be delivered on or about from the 9th to the 11th of October.

We gave this man a check of $500. He mailed this check immediately to the other party and nothing was heard from him until October 9, when a letter was received from him stating that his shippers had robbed him of about twenty-five cars of grapes and therefore he was obliged to cancel our order. Although if we really cared for a car, he could let us have a car at $45 a ton more than what we had agreed. He sent our check back.

Evidently the market had advanced and he was trying to cancel our order thus.

We immediately returned to him our check that he had sent back and demanded our grapes.

Our customers have advanced us money in order to be sure that they would receive their grapes. We had sold them against this car.

We do not know whether to sue or not. Your opinion is asked of this matter and a speedy reply will be appreciated very much. J. M.

Now the thing I want to say, and to emphasize, is this: I have advised this correspondent that he has a perfectly good action against the seller of these grapes for the difference between the contract price and the market price on the date and at the place of delivery. The fact that somebody had stolen some grapes from the seller, even if true, which I doubt, has no bearing on the case at all. A man who sells something without qualification, is not excused because he finds it inconvenient, or expensive, or even under certain circumstances, impossible to deliver. He can always be made to account to the buyer for the latter's loss in case of failure to deliver.

The reason this correspondent has a good action against the seller—and this is the point of this article—is that he paid something on account. If some payment had not been made on account of this sale, the buyer would have been wholly without redress. The moral is to insist upon making a part payment, unless the seller is willing to give you a memorandum of the sale, signed by himself.

So far as I know, all states have a legal requirement in some form that a contract to sell personal property of more than so much in value—this value varies in different states—is not enforcible unless the person to be charged signs a memorandum of the contract, or the buyer takes part of the goods, or makes a part payment on them. Sometimes this requirement is in the form of what is called the statute of frauds and perjuries, and sometimes in the form of the uniform sales act. No matter what form it is in, it exists I believe everywhere, and is always rigorously enforced. Thousands of advantageous orders have been lost either to the buyer or the seller because he did not think to comply with one of these requirements. Sometimes it is easier to comply with one, sometimes with another, according to the circumstances, but any of them will put the party who has the better end of a business deal in a position where he can enforce it. Nothing else will. Get the memorandum of the sale, signed by the other party, or see that there is a payment on account.

TO MARKET RUDOLPH TRAPS

Announcement is made of the organization of the A. J. Rudolph Company in Philadelphia for the handling of their own plumbing specialties, particularly the A. J. Rudolph non-syphonic, self-scouring trap and the new Rudolph metal-to-metal connection between plumbing fixtures and drain pipe.

Alfred J. Rudolph, the inventor of the specialties, is president of the company. He has gathered around him as associates a number of men actively identified with the trade. The headquarters of the new firm are at 1421 North Twentieth Street, Philadelphia, and the factory is at 139 North Third Street.

The Rudolph trap is favorably known in many cities, but until now no organized sales effort has been put behind it. The firm plans to carry on a persistent advertising campaign to acquaint the trade with the advantages of a self-scouring trap. Full announcement of the company's plans will shortly be made.

THE BEST HE CAN

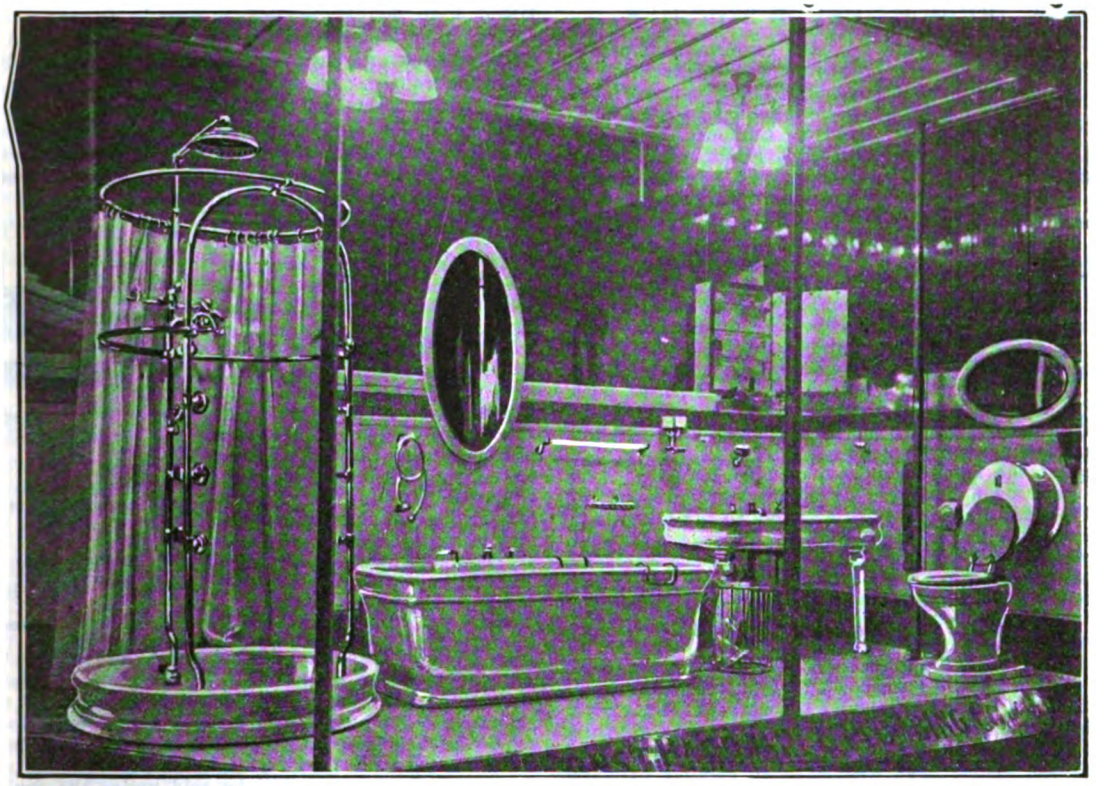
It's nachural enough, I guess,
When some gets more and some gets less,
Fer them that's on the slimmest side
To claim it ain't a fair divide,
And I've knowed some to lay in wait
And get up soon and set up late
To ketch some feller they would hate
Fer goin' at a faster gait.

The signs is bad when folks commence
A-findin' fault with Providence
And balkin' cause the world don't shake
At ev'ry prancin' step they take.
No man is great till he can see
How less than little he would be
Ef stripped to self and stark and bare
He hung his sign out everywhere.

My doctrin' is to lay aside
Contentions and be satisfied;
Just do your best, and praise or blame
That follers that, counts jest the same.
I've allus noticed great success
Is mixed with trouble, more or less.
And it's the man who does the best
That gits more kicks than all the rest.

—James Whitcomb Riley.

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No class of merchandise lends itself more to attractive displays than plumbing goods. They appeal equally to the housewife to the builder and the home owner. Here is a neat, attractive display, which requires but little trouble to install and is sure to bring satisfactory results.

YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**

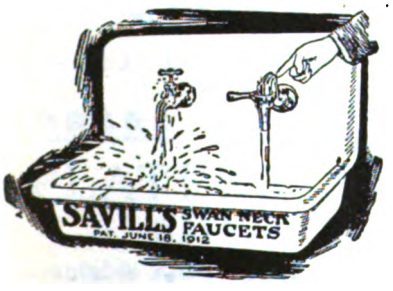


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.

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NEW DOUBLE-NEEDLE TORCHES



An important improvement in the construction of gasoline blow torches has been announced by the Clayton & Lambert Mfg. Co., Detroit, Mich., well known makers of gasoline and kerosene heat appliances used by the mechanical trades.

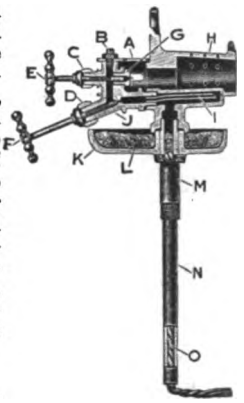
For over thirty-five years the tools made by this company have had an established reputation for quality and service, and consistent with their policy of supplying the user with strictly dependable tools, they have maintained an experimental department which is always busy developing and testing improvements in this line of tools.

One of the fixed principles of this company is to spend their own money in developing and proving up their tools and never to offer any tool to the trade that has not been proven right and an improvement over old practice. Their latest achievement is the kerosene and gasoline double needle point burners. See sectional view of burner and complete torch illustrated herewith. These improved tools are now perfected and ready for the trade.

The Clayton & Lambert Mfg. Company claim that these double needle burners will produce more heat units than any other burner on the market. They will burn lower grades of gasoline or kerosene, or a mixture of both fuels in any proportion, producing the highest heat at the lowest cost with a much smaller expense for up-keep, and that they are as near "fool-proof" as can be made, and that torch burner troubles of all kinds have been reduced to the minimum.

Three Sizes in Stock

The Clayton & Lambert Mfg. Company's torches, fitted with double needles, are made in three sizes: Quart, pint and two quart capacity, both with and without hook and support on the burner for holding a soldering copper. These six styles are designed to suit the various needs of the mechanic, and are for use indoors or for outside work under the most severe conditions of wind and weather. They are fully covered by the Clayton & Lambert Mfg. Company's patents and are described briefly as follows:



The burner is of substantial construction, with improved generator, involving new and up-to-the-minute ideas in the combustion of fuel. Two needles control the supply of fuel, which enters the combustion chamber and enable the user to secure the size and quality of flame which is best suited to the work to be done. The upper needle cleans the orifice and cannot enlarge it, and the lower needle is a blunt point shut-off needle and it is, therefore, impossible to damage the burner, thus making them the most durable in the world.

Have Spared No Expense

The tanks, pumps and all other parts of these new torches are made from the best material that can be secured and are of our latest approved construction, which has stood the test of time. No expense has been spared to make these new double-needle torches the "last word" in blow torch manufacture, and like all Clayton & Lambert Manufacturing Company's tools, they will be sold under the maker's guarantee.

A new illustrated catalog showing all of this company's torches, fire pots and braziers, and their Bulletin No. 4 showing their crude oil burning machines, will be mailed on request.

Spokane Stove & Furnace Repair Works

INCORPORATED

SPOKANE, WASHINGTON

Jobbers and Wholesalers

OF

Stove Repairs

MANUFACTURERS OF

ORIGINAL STOVE REPAIRS

DIAMOND BREAKOFF BACKS

Efficient Service : Superior Quality : We Solicit Your Inquiries

"The Largest Stove Repair House in the Northwest"

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SHE WAS DOUBTFUL

Henry, who married in New York, brought his wife home to his father's farm. It was her first experience of country life. The first evening of her visit she looked on with interest while the cows were being milked.

"Would you like to try it?" she was asked.

The bride was doubtful. "I think I could start the milk, but I—I'm afraid I couldn't stop it."

MIKE'S HEART WAS TOUCHED

An Englishman who had lost both arms and both legs was obliged to solicit alms. As he sat on his street corner one day, an Irishman passed by and dropped fifty cents in to his hat. Almost immediately the Irishman returned and gave him fifty cents more.

"You are a good man," said a kind-looking old lady, "to give that unfortunate man so much."

"Faith, I'd give him more if I could," said the Irishman, "for he's the only Englishman I have iver seen thrimmed to suit me."

Do not be tempted by bargains to buy anything you may not find readily saleable.

HEAD WORK

A Woodpecker pecks
Out a great many pecks
Of sawdust
When building a hut.
He works like a nigger
To make the hole bigger—
And he's sore if his cutter won't cut.
He won't bother with plans
Of cheap artisans,
But there's one thing can rightly be said,
The hole excavation
Has this explanation—
He builds it by using his head.

TURNER New Gasoline - Kerosene Torches



The Burners are all constructed alike, containing all the patent features, however different in size according to price. The baffle in the burner will generate the low grade gasoline or kerosene without adjustment. The adjusting needle eliminates enlarging of orifices that make all burners useless. The flared tube will siphon the correct amount of air regardless of adjustment or size of flame. The patent pump involves the parachute principle. Leather is free and will not wear. Drip cup made of sheet steel stamped, copper plated. Burner generates easily and produces more heat on less fuel than our old line. Our Triple Jet takes the place of our well known Double Jet, involving all the new patent features. A trial order will convince you. If not satisfactory, money refunded. All parts interchangeable. Jobbers will carry repairs—not necessary to be without torch—fix it yourself. With ordinary use a torch will last a life time.

THE TURNER BRASS WORKS - Sycamore, Illinois, U. S. A.



No. 208 Torch. List Price Each $16.00
Ask for Discount

Here Is a Wonderful Kerosene or Gasoline Torch

In its construction we use all of our latest improvements. This Torch is like a pudding—one must open it to see the many fine things on the inside which go to make for Strength, Durability and Service. See the **Double Needle Burner.** The upper cleans. The lower controls. Neither needle is tapered or sharp pointed and neither can injure the burner. Over sixty per cent of Torch troubles are caused by sharp pointed needles. These Burners will produce **two to three hundred degrees hotter fire** than other makes. Get our booklet. Jobbers supply at factory price.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS MYER S. RUBENS WHOLESALERS

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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WATER YOUR CUSTOMERS

Plowing season is on and every plow crew and tractor crew should be supplied with one or more canteens in which to carry a supply of fresh, cool drinking water. Display your stock of canteens in a prominent place in your store, with a show card attached, pointing out to the farmer, the employer of these crews, that he would save many times the cost of the canteens in hours-of-labor by seeing that drinking water is available right at the plow. Otherwise the men will have to knock off work when thirsty.

Several standard brands of canteens are announced elsewhere in this issue, and they well bespeak their own merits.

LOVE'S LABOR NOT LOST

"Look here, Rastus!"

"Yes, Liza."

"I begins t' tink yer doesn't love me no more."

"Nonsense, Liza; what put dat foolish noshin in yer haid?"

"Why, yer just sit there by the fire and sees me work."

"Why, Liza, dear! De more I sits by this 'ere fire and sees yer workin', de more I love yer, honey!"

Bristol & Naleigh are entering the plumbing business at Wilmington, California.

MAN TO MAN—WOMAN TO WOMAN

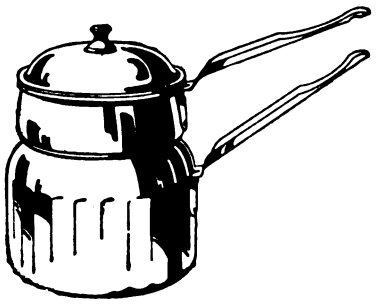
In spite of the fact that the period of price-cutting sales, conducted throughout the country, have converted many men into bargain hunters, the proprietors of the Wayne Hardware Company, of Fort Wayne, Indiana, are still firmly of the belief that a man likes to be waited upon by a man, while a woman naturally likes to have her wants taken care of by one of her sex. When a woman goes into the Wayne Hardware Co. for kitchen utensils and such house furnishings which are carried by a hardware store, she is waited upon by a woman who knows housekeeping from A to Z.

When John Brown goes in for fishing tackle, guns or ammunition he does not want to be served by a woman. Consequently he is waited upon by a man who presumably has been hunting and fishing most of his days.

THE DOLLAR OF LONG AGO

A two-bit piece once paid the freight
And got a fellow through the gate;
And, I recall, a long way back,
Hot peanuts cost a jit a sack.
And how we loved the sandwich men;
A red-hot cost a nickel then.
After the game—excuse the tear—
We drank a glass of jitney beer.
Those dear old days, beyond recall,
When one round buck would do it all.

Coast Made for Coast Trade



Guaranteed for 20 years

Better Service
Quicker Deliveries
Less Freight Charges

These are the advantages our Oakland Factory offers the Coast Trade

"LIFETIME" Aluminum Cooking Utensils

Outwear Any Ware Anywhere

(Manganese Hardened)

LIFETIME WARE
PURE ALUMINUM

ALUMINUM PRODUCTS COMPANY
Of the Pacific Coast

Write Dept. A for Catalog

OAKLAND CALIFORNIA

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box. Blank Rim Fire	Semi-Smkls Less Smk	Smkls
22 Short	$. 20	$	...
32 Short	.40		...
Blank Center Fire—			
32 S & W	.75		...
38 S & W	.90		...
38 Long Colt	1.35		...
44 W C F	1.65		...
Shot Rim Fire—			
22 Long	.65		.70
32 Long	1.20		...
Shot Center Fire—			
32 S & W	1.10		...
32 W C F	1.45		...
38 S & W	1.30		...
38 W C F	1.65		...
44 W C F	1.65		1.90
44 X. L.	1.85		2.05
44 Game Getter	1.65		1.90
Rim Fire, Ball—			
BB Caps	...		.40
CB Caps	...		.50
22 Short	.30		.35
22 Short H P	.35		.40
22 Long	.40		.45
22 Long H P	.45		.55
22 Long Rifle	.45		.50
22 Long Rifle, H. P.	.50		.55
22 W R F	.60		.65
22 W R F, H P	.65		.70
22 Win Auto	...		.65
22 Win Auto, H P	...		.70
25 Short Stevens	.70		...
25 Stevens	.95		...
32 Short	.75		...
32 Long	.85		...
38 Short	1.10		...
38 Long	1.40		...
41 Short	1.20		...
Center Fire Pistol—			
22 Win. SS	1.50		1.75
25 Colts Auto	...		1.60
25-20 Single Shot	1.75		2.05
25-20 Win	1.55		1.80
25-20 Win HV	...		2.00
7.63 MM-Mauser	...		2.40
7.65 MM-Mauser	...		2.40
9 MM-Luger	...		2.60
32 Colts Auto	...		1.75
32 Colts Short	1.10		1.20
32 Colts Long	1.25		1.35
32 Colts Police Positive	1.25		1.35
32 S & W	1.10		1.20
32 S & W Long	1.25		1.35
32-20 Marlin	1.55		1.90
32 Winchester	1.65		1.90
32-20 Win HV	...		2.00
35 S & W Auto	...		1.75
38 Colts Auto	...		2.50
38 Colts Short	1.40		1.55
38 Colts Long	1.50		1.60
38 Colts Police Positive	1.40		1.55
38 S & W	1.55		1.65
38 S & W Special	1.70		1.80
38 Winchester	1.85		2.30
41 Colts Short DA	1.65		1.80
41 Colts Long DA	1.90		2.15
44 Bull Dog	1.75		...
44 S & W Amer	2.00		2.15
44 S & W Rus	2.15		2.80
44 S & W Special	2.80		2.50
44 Webley	1.80		...
44 Winchester	2.00		2.45
45 Colts	2.15		2.40
45 Colts Auto	...		2.90
Center Fire Military and Sporting—			
22 Savage	...		1.60
250-3000 Savage	...		1.75
25-21 Stevens	2.80		...
25-25 Stevens	1.90		2.85
25-35 Winchester	...		1.40
25-35 Short Range	...		1.40
25-36 Marlin	...		1.40
25 Remington Rimless	...		1.40
6 MM U S N	...		2.10
7 MM Spanish Mauser	...		2.10
7.655 MM Bel Mauser	...		2.10
8 MM Mauser	...		2.10
9 MM Mauser	...		2.80
30-30 Winchester	...		1.60
30 Remington Rimless	...		1.60
30 Government Rimless	...		2.80
303 Savage	...		1.60
32 Remington Rimless	...		1.60
32-40 Winchester	1.20		1.35
32-40 Winchester H V	...		1.60
32 Winchester Slf Ldg	...		2.80
32 Winchester Special	...		1.60
33 Winchester	...		2.10
35 Remington Rimless	...		1.75
35 Winchester	...		2.30
35 Winchester Slf Ldg	...		2.90
351 Winchester Slf Ldg	...		2.30
38-55 Winchester Lead	1.45		1.75
38-55 Winchester HV	...		1.95
38-56 Winchester	1.45		1.75
40-60 Marlin	1.50		...
40-60 Winchester	1.50		...
40-65 Winchester	1.50		1.75
40-70 Winchester	1.55		...
40-72 Winchester	1.55		1.80
40-82 Winchester	1.55		1.80
401 Winchester Auto	...		1.70
405 Winchester	...		2.50
45-60 Winchester	1.55		...
45-70-405 Government	1.55		1.80
45-75 Winchester	1.55		...
45-90 Winchester	1.65		1.80

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.35
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot 1.35
3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35
3¼ drs. x Buck shot, drop shot 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot 1.20
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot 1.15

HIGH GRADE SMOKELESS—

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot 1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30
20 2¼ drs. x ¾ oz., chilled shot 1.25
2½ drs. x ⅞ oz., chilled shot 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35
3½ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.30	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20, Ga. per 100	...	1.50
10 Ga. per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	...	1.80
10 Ga. per 100	...	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	...	2.30
10 Ga. per 100	...	2.40

Empty Brass Shells—

Best qual. 12, 16, 20 28, Box 25	...	2.75
2nd Qual. 12, 16, 20 28, box 25	...	2.10

Wads—

Cardboard, box 250	...	.20
Black Edge, Reg., box 250	...	.50
Black Edge, ¼ in., 125 in box	...	.40
Black Edge, ¼ in., 250 in box	...	.80

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—

Universal	3.50

Griddles—

Size 7	4.25
Size 8	4.85
Size 9	5.60
Size 10	5.00
Size 12	6.00

Kettles, Berlin—

2½ quarts	7.00
4 quarts	8.25
5 quarts	10.00
6 quarts	11.00

Kettles, Maslin—

4 quarts	6.50
6 quarts	7.00
8 quarts	9.75
12 quarts	18.25

Kettles, Tea—

Size 6	8.50
Size 7	9.50
Size 8	10.00

Pans, Lipped Sauce—

2 quarts	6.00
3 quarts	6.75
4 quarts	7.25

Skillets—

Size 6	4.50
Size 7	4.75
Size 8	5.15
Size 9	6.00

Spoons, Basting—

15-inch	.30

Spoons, Mixing—

13-inch, Slotted	.30

Waffle Moulds—

Size 7, Low	6.00
Size 8, Low	6.50
Size 7, Deep	6.50
Size 8, Deep	7.25

ANCHORS—Screws per 100, 8-16, $4.15: ¼, $6.25.
Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -¾ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.75; No. 3, 30-lb., $10.00; No. 4, 40 lb., $12.00; No. 5, 50 lb., $13.50; No. 6, 60 lb., $15.00; No. 7, 70 lb., $17.50; No. 8, 80 lb., $19.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.40	$1.40	$1.55	$1.90	$2.15	$2.75
Size	1½	1¾	2	2½	3	
Each	3.50	4.00	4.75	7.50	13.50	
16ths	8-10	11-12	13	14	15	16
60 each	1.65	1.80	1.95	1.95	2.20	2.20
62 each	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
60 each	2.40	2.40	2.70	2.70	3.00	3.00
62 each	2.90	2.90	3.25	3.25	3.60	3.60
16ths	23	24	25	26	27	28
60 each	3.85	3.85	4.50	4.50	5.35	5.35
62 each	4.60	4.60	5.40	5.40	6.40	6.40
16ths	29	30	31	32		
60 each	6.35	6.35	7.50	7.50		
62 each	7.60	7.60	9.00	9.00		

ASBESTOS—
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee

0	1.20
01	1.30
00	1.40
010	1.60
020	1.75
030	1.90
040	2.10
050	2.40

Boilers, Coffee

60	1.65
70	1.85
80	2.25
90	2.75
100	3.75

Boilers, Rice

14	1.35
16	1.50
18	1.75
20	2.00
22	2.25
24	2.50
26	3.00
28	3.75
36	4.50

Bowls, Wash

26	.55
28	.60
30	.70
32	.80
34	.95
36	1.05

Buckets, Covered

21	.60
21½	.70
22	.75
23	.85
24	1.05
26	1.25
28	1.50
30	1.85
32	2.25
150	.75
250	.85
350	1.00
450	1.15
650	1.50
850	1.85
1050	2.25
1250	2.50

Buckets, Dinner

110	2.50
111	2.60
112	2.75
113	3.15
502	2.00
503	2.25

Chambers

1	.75
1½	.95
2	1.10
3	1.35

Chamber Covers

10	.40
1½0	.45
20	.50
30	.55

Colanders

1	.75
2	.85
3	1.10
104	.75
205	.85
306	1.00
407	1.25

Cups

3 (Mug)	.30
6	.50
8	.25
9	.30
10	.30
10 M	.30
11	.35
25	.30
40	.45
120	.60

Cups and Saucers

20	.50
400	.60

Cuspidors

10	.70
20	.80
30	1.00
100	1.85
200	1.25
240	1.80
300	1.65

Dippers, Cup

10	.45
11	.50

Dippers, Windsor

110	.50
112	.55
114	.60

Dippers, Suds

2	.60
4	.80

Dishes, Soap

50	.45
60	.45

Fillers, Fruit Jar

20	.40

Flasks, Coffee

10	.75

Funnels, Pieced

01	.45
02	.50
03	.55
04	.60
05	.80
06	1.00

Kettles, Convex

02	.80
03	.95
04	1.10
05	1.25
06	1.35
08	1.65
010	2.00
012	2.35
212	1.50
214	1.85
216	2.15
218	2.50
220	3.00
222	3.65

Kettles, Lipped Preserving

14	.50
16	.55
18	.60
20	.70
22	.80
24	.90
26	1.00
28	1.15
30	1.35
32	1.50
36	2.00
40	3.00
50	4.50

Kettles, Milk

71	.75
72	.95
73	1.10
74	1.35

Kettles, Tea

71	.75
72	.95
73	1.10
74	1.35
80	1.15
40	1.35
50	1.50
60	1.65
70	1.85
80	2.15
90	2.50

Ladles, Deep

100	.40
110	.45
120	.50
101	.40
111	.45
121	.50

Measures

01	.40
02	.45
03	.55
04	.75
05	1.00
06	1.40
11 Graduated	.75

Pails, Chamber

1	2.00
2	2.25
3	2.50
4	3.00

Pails, Water

110	1.75
112	2.00
114	2.25

Pans, Bed

1	4.50

Pans, Douche

2	3.00

Pans, Bread

11	.50
12	.65
13	.80

Pans, Cake

9	.40
10	.45
69	.40
70	.45
200	.55

Pans, Corn Cake

706	.80
709	1.10
712	1.25

Pans, Muffin

406	.70
409	.95
412	1.10

Pans, Deep Pudding

50	.35
100	.40
150	.45
200	.50
300	.55
400	.60
500	.70
600	.80
800	.95
1000	1.05

Pans, Dish

15	2.25
80	1.35
100	1.50
140	1.75
170	2.00
210	2.25
300	3.50
400	5.25

Pans, Rinsing

08	1.25
010	1.35
014	1.65
017	1.85

Pans, Lipped Fry

30	.45
31	.50
32	.60
33	.65
34	.75
35	.90
36	1.00

Pans, Milk

00	.30
0	.35
11	.35
15	.40
20	.45
30	.50
40	.60
50	.70
60	.80
80	.95
100	1.05
120	1.15

Pans, Convex Sauce

02	.80
03	.95
04	1.10
05	1.25
06	1.35
08	1.65
010	2.00
012	2.40

Pans, Combination Sauce

1 D	2.25
10 T	3.25

Pans, Lipped Sauce

10	.40
12	.45
14	.50
16	.55
18	.60
20	.70
22	.80
24	.90
26	1.00
28	1.15
30	1.35

Pans, Straight Sauce

150	.70
250	.85
350	1.00
450	1.15
650	1.50

Pans, Stew

3	.45
4	.55
5	.60
6	.70
16	.55
18	.60
20	.70
22	.80
24	.90

Pans, Oblong Stove

04	.55
100	.65
200	.70
300	1.00
325	1.10
350	1.25
400	1.35
425	1.50
475	1.65
550	2.10

Pans, Square Stove

110	.95
111	1.00
112	1.10
113	1.25
114	1.50
115	1.65
116	1.85
118	2.00
120	2.25

Pitchers, Molasses

601	.85

Pitchers, Water

2	1.35
3	1.50
4	1.65

Plates, Deep Pie

39	.40
40	.45

Plates, Shallow Pie

27	.30
28	.35
29	.40
30	.45

Plates, Dinner

19	.40
20	.45

Pots, Fireless Cooker

1450	2.25
1650	3.00
1850	3.25

Pots, Coffee

2½	.70
3	.75
5	.85
15	1.00
25	1.10
35	1.25
45	1.35
55	1.50

Pots, Tea

00	.75
01	.85
0	.95
10	1.05
20	1.15
30	1.25
40	1.45

Pots, Straight Sauce

018	1.25
020	1.25
022	1.50
024	1.85
026	2.25
028	3.00
030	3.25
032	3.75

Pots, Soup Stock

318	13.00
324	15.75
336	18.00
212	6.50
218	8.75
224	11.00
236	13.00

Roasters

150	3.75
180	4.75

Skimmers, Flat

10	.35
12	.40

Spoons, Basting

10	.25
12	.30
14	.30
16	.35
18	.40

Steamers

7	1.75
8	1.90

Steepers, Tea

2	.70
3	.80

Tubs, Oval Foot

0	1.75
1	2.00
2	2.50
3	3.00
4	3.75

Turners, Cake

13	.25
14	.30

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb, 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $2.00; 1 lb., $2.25; 1½ lb., $2.25.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.85; sheaths, 75c.
Double Bit—Handled, $3.00; unhandled, $3.00.
Single Bit—Handled warranted, $3.25; second grade, $3.00.

BAGS—WATER—

½ gallon	.100	Faucet, 3½ gallon	3.50
1 gallon	1.50	Faucet, 5 gallon	4.25
2½ gallon	2.00	Filter, 6 gallon	5.25
5 gallon	3.75		

BABBITT—Frictionless, 55c lb.; Magnolia, 50c lb.; No. 4, 18c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.10 per lb.; Challenge, $1.10 lb.; Special Motor, 90c lb.; Excelsior, 30c lb.; Acme, 75c lb.; XXXX Nickeled, $1.15 lb.

BARS—Crow, Pinch Point No. 10, 20c lb.; Wedge No. 15, 20c lb.; Lining No. 30, 20c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 20c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ⅝ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ⅝ x 15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1562, $3.65 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. See Sparkers.

BELLS—Alarm—House, 90c each. Call, steel, iron base, 80c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $2.50 each; 6-inch, $3.75; 7-inch, $5.25; 8-inch, $7.25; 10-inch, $13.00.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $23.50. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Kentucky Cow—No. 0, $1.75; 1, $1.45; 2, $1.15; 3, 85c; 4, 75c; 5, 70c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1⅛ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	1.50	1.95	2.60	....
Finished brass	1.70	2.15	2.85	5.20
Nickel plated	1.80	2.20	2.85	5.00
Hose—Rough brass	1.70	2.15	2.85	9.90
Finished brass	1.95	2.40	3.10	5.75
Nickel plated	2.00	2.40	3.00	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.65	.45
12	1.00	.80	1.85	.45
13	1.15	.95	2.00	.55
14	1.15	.95	2.10	.55
15	1.35	1.05	2.25	.65
16	1.35	1.05	2.50	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $13.75. Irwin, 13 bits, $10.25; 8 bits, $7.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.
Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No. 2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Wood Tackle—

	Com Sngl.	Com Dbl.	Com Triple	Pat Sgl.	Pat Dbl.	Pat Triple
3	1.00	1.80	2.50	1.40	2.60	3.35
4	1.20	2.15	3.00	1.55	2.95	3.80
5	1.25	2.30	3.15	1.65	3.00	4.05
6	1.50	2.75	3.85	1.95	3.75	5.10
7	1.80	3.30	4.70	2.25	4.35	5.80
8	2.50	3.85	5.80	2.95	5.35	6.95
10	3.85	5.90	8.25	4.50	7.75	9.80
12	6.00	...	...	6.90	12.00	15.20

Steel Tackle—

Size	Single	Dbl.	Triple
3	.95	1.75	
4	1.15	2.15	2.45
5	1.35	2.35	2.55
6	1.50	2.75	3.35
7	1.50	2.75	4.00
8	2.75	4.50	5.10
10	4.25	7.00	7.50

Wood Snatch—

6	4.50
8	6.50
10	9.00
12	11.00

Tackle—Dbl. Galv.—176

¾	.20
1	.20
1¼	.25
1½	.35
1¾	.60
2	.65
2½	.85

No. 200 Buffalo—

12" Complete	44.00
14" Complete	50.00

No. 700 Climax—

12" Complete	28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x13 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt Boards)—4-foot, $1.35 each; 5-foot, $2.00; 5½-foot, $2.25; 6-foot, $2.50.

BOARDS, WASH—Brass, $1.25 each; Toy, Zinc, 30c; Single Zinc, 85c; Double Zinc, $1.00; Glass, $1.10; Blue Enamel, $1.65; Single Zinc, 95c.

BOLTS—Common Carriage—

Size	3-16" & ¼"		5-16"		⅜"		7-16"		½"	
1½	.25	1.65	.35	2.30	.45	3.15	.60	3.85	.70	4.70
2	.25	1.80	.40	2.50	.50	3.40	.65	4.20	.80	5.20
2½	.30	2.00	.40	2.70	.55	3.65	.70	4.55	.85	5.70
3	.30	2.15	.45	2.90	.60	3.95	.75	4.90	.90	6.15
3½	.35	2.30	.45	3.10	.65	4.20	.80	5.25	1.00	6.65
4	.40	2.50	.50	3.30	.65	4.45	.85	5.60	1.05	7.15
4½	.40	2.65	.55	3.50	.70	4.75	.90	5.95	1.15	7.60
5	.45	2.80	.55	3.70	.75	5.00	.95	6.30	1.20	8.15
5½	.45	3.00	.60	3.90	.80	5.25	1.00	6.55	1.30	8.65
6	.50	3.15	.60	4.10	.85	5.50	1.05	7.00	1.35	9.10
6½	.55	3.50	.70	4.55	.90	6.15	1.10	7.35	1.45	9.60
7	.55	3.65	.70	4.75	.95	6.40	1.15	7.70	1.50	10.10
8	.60	4.00	.75	5.15	1.05	7.00	1.25	8.40	1.65	11.05
9	...	....	.85	5.60	1.15	7.50	1.35	9.10	1.80	12.05
10	...	....	.90	6.05	1.20	8.05	1.50	9.80	1.95	13.05
11	...	....	...	....	1.30	8.65	1.60	10.50	2.10	14.00
12	...	....	...	....	1.40	9.20	1.70	11.20	2.25	15.00
14	...	....	...	....	....	....	....	....	2.55	17.00
16	...	....	...	....	....	....	....	....	2.85	18.90
18	...	....	...	....	....	....	....	....	3.15	20.90
20	...	....	...	....	....	....	....	....	3.45	22.85

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

Size—	⅛, 5-32" Doz.	100	3-16" Doz.	100	¼" Doz.	100	5-16" Doz.	100	⅜" Doz.	100
⅜	.10	.70	.10	.70	...	...	...	...	...	...
½	.10	.70	.10	.70	.15	1.00	...	...	...	...
⅝	.10	.70	.10	.70	.15	1.00	...	...	...	...
¾	.10	.70	.10	.70	.15	1.00	...	...	...	...
⅞	.10	.75	.10	.75	.15	1.00	...	...	...	...
1	.10	.75	.10	.75	.15	1.05	.20	1.50	.25	2.20
1¼	.10	.80	.10	.80	.15	1.10	.20	1.55	.30	2.30
1½	.10	.85	.10	.85	.15	1.20	.20	1.65	.30	2.40
1¾	.15	.90	.15	.90	.15	1.25	.25	1.75	.30	2.55
2	.15	.95	.15	.95	.20	1.30	.25	1.85	.35	2.70
2¼	...	...	.15	1.00	.20	1.35	.25	1.95	.35	2.90
2½	...	...	.15	1.05	.20	1.45	.25	2.00	.35	3.05
3	...	...	.15	1.20	.20	1.60	.30	2.15	.40	3.35
3½	...	...	.20	1.35	.25	1.85	.30	2.40	.45	3.70
4	...	...	.20	1.50	.25	1.95	.35	2.65	.50	4.50

BOLTS—Machine, Square Head and Nut—

Size	¼" Doz.	100	5-16" Doz.	100	⅜" Doz.	100	7-16" Doz.	100
1-1½	$0.40	$2.55	$0.45	$3.00	$0.55	$3.75	$0.65	$4.20
2	.40	2.70	.50	3.25	.60	3.85	.70	4.50
2½	.40	2.80	.50	3.35	.60	4.10	.75	4.80
3	.45	2.90	.55	3.55	.65	4.30	.75	5.10
3½	.45	3.00	.55	3.70	.70	4.55	.80	5.40
4	.45	3.15	.60	3.90	.75	4.80	.85	5.70
4½	.50	3.30	.60	4.10	.75	5.05	.90	6.00
5	.50	3.40	.65	4.25	.80	5.30	.95	6.30
5½	.55	3.50	.65	4.45	.85	5.50	1.00	6.00
6	.55	3.65	.70	4.65	.85	5.75	1.05	6.90
6½	.55	3.75	.75	4.80	.90	6.00	1.10	7.20
7	..	...	.75	5.00	.95	6.25	1.15	7.50
8	..	...	.80	5.35	1.00	6.75	1.20	8.10
9	..	...	.85	5.75	1.10	7.20	1.30	8.70
10	..	...	.90	6.05	1.15	7.70	1.40	9.30
11	..	...	.95	6.45	1.20	8.15	1.50	9.90
12	..	...	1.00	6.75	1.30	8.60	1.60	10.50

Size	½" Doz.	100	⅝" Doz.	100	¾" Doz.	100	⅞" Doz.	100
1-1½	$0.80	$5.10	$1.20	$7.80	$1.70	$11.65	....	....
2	.85	5.75	1.25	8.40	1.85	12.35	2.50	16.80
2½	.95	6.35	1.35	8.90	2.00	13.20	2.65	17.85
3	1.00	6.60	1.45	9.50	2.10	14.00	2.85	18.90
3½	1.05	6.95	1.50	10.10	2.25	14.85	3.00	19.95
4	1.10	7.35	1.60	10.65	2.35	15.70	3.15	21.00
4½	1.15	7.70	1.70	11.25	2.50	16.60	3.30	22.05
5	1.20	8.10	1.75	11.75	2.60	17.35	3.45	23.10
5½	1.30	8.55	1.85	12.35	2.70	18.15	3.60	24.15
6	1.35	8.90	1.95	12.90	2.85	19.00	3.80	25.20
6½	1.40	9.30	2.05	13.50	3.00	19.80	3.95	26.25
7	1.45	9.65	2.10	14.10	3.10	20.65	4.10	27.30
8	1.60	10.50	2.30	15.20	3.35	22.25	4.40	29.40
9	1.70	11.25	2.45	16.35	3.60	23.75	4.75	31.50
10	1.80	12.00	2.65	17.50	3.85	25.55	5.05	33.60
11	1.90	12.75	2.85	18.65	4.10	27.25	5.35	35.70
12	2.05	13.50	2.95	19.75	4.35	28.90	5.65	37.80
13	2.15	14.40	3.15	20.90	4.60	30.50	6.00	39.90
14	2.25	15.15	3.30	22.05	4.85	32.20	6.30	42.00
15	2.40	15.95	3.50	23.20	5.10	33.80	6.60	44.10
16	2.50	16.75	3.65	24.45	5.35	35.50	6.90	46.20
17	2.65	17.50	3.85	25.50	5.55	37.15	7.25	48.30
18	2.75	18.25	4.00	26.60	5.80	38.75	7.55	50.40
19	2.85	19.00	4.15	27.75	6.05	40.40	7.90	52.50
20	3.00	19.85	4.35	28.90	6.30	42.10	8.20	54.60
21	3.10	20.60	4.50	30.00	6.55	43.75	8.50	56.70
22	3.20	21.40	4.70	31.20	6.80	45.40	8.85	58.80
23	3.35	22.20	4.85	32.30	7.05	47.00	9.15	60.90
24	3.45	23.00	5.00	33.45	7.30	48.70	9.45	63.00
25	3.55	23.75	5.20	34.55	7.55	50.30	9.75	65.10
26	3.70	24.50	5.35	35.75	7.80	52.00	10.05	67.20
27	3.80	25.30	5.55	36.90	8.05	53.60	10.40	69.30
28	3.90	26.10	5.70	38.00	8.30	55.26	10.70	71.40
29	3.95	26.85	5.85	39.15	8.55	57.00	11.00	73.50
30	4.00	27.65	6.00	40.30	8.80	58.50	11.35	75.60

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—	
4-inch	.20
5-inch	.25
6-inch	.30
8-inch	.60
Cast Iron, Japanned—	
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.40

CHAIN—

Cast Iron, Japanned—	
6-inch	.50
8-inch	.60
10-inch	.85
Cast Iron, Amber or Bronzed—	
4-inch	.45
6-inch	.60
8-inch	.75
Cast Iron, Ant. Copper or Dull Brass—	
4-inch	.75
6-inch	1.00
8-inch	1.25
CUPBOARD, Japanned—	
3-inch	.55
6-inch	.75
10-inch	1.75
Cupboard, Other Finishes—	
3-inch	.75
6-inch	1.00

FLUSH, Augle—All Finishes, Cast Bronze—

2-inch	.40
31-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50
Cast Bronze, All Finishes—	
3-inch	.50
4-inch	.55
5-inch	.70

FOOT—

Cast Iron, Japanned—	
6-inch	.45
8-inch	.55
10-inch	.85
Amber or Bronzed—	
6-inch	.55
8-inch	.75
Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10
Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.65
6-inch	1.00
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOILERS—Range—

	Standard.	Extra Heavy.
30 gallon	22.50	24.00
40 gallon	27.50	31.00
52 gallon	44.50	47.65
66 gallon	64.50	76.00
82 gallon	75.85	91.00
100 gallon	105.85	127.00

BOTTLES—Vacuum—

Thermos—	
6	5.00
6Q	7.25
11	3.25
11Q	5.25
14	3.75
14Q	5.75
14½	3.25
15	4.50
15Q	6.75
15½	4.00
Universal—	
Universal—	
21	3.25
22	5.25
61	2.75
62	4.25
71	3.75
72	5.75
81	5.00
82	7.25
91	4.50
92	6.75
592	7.75
Ferrostat—	
504R	11.00
505R 2-qt	16.00
505N	16.50

FILLERS—Thermos and Universal—

½ Pint	2.25
1 Pint	2.50
1 Quart	3.75

LUNCH KITS—

Thermos—	
392 and 396	5.00
393 and 397	5.50
394 and 398	6.25
Universal—	
310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.	**Fillers**
600 4.50	2.50
601 5.50	2.75
602 7.75	4.00

Thermos—	**Jugs.**	**Fillers**
556	10.25	4.75
557	10.25	5.50

Thermos—Cases—	
104	5.00
104Q	7.00
114	10.00
114Q	15.00
130	10.00
130Q	15.00

BOXES—Mail—Apartment— Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.

House—Cast Iron, 6x12, $1.25; Steel, 12x5¾x2 in., $2.75; Copper Finished, 10x5x2 in., $4.00; Sheet Metal, 1x4x10 in., 30c; Sheet Steel, 11x5x2 in., $2.25.

Rural Delivery—Standardized, 18½x6¼x7½ in., $2.10; Standardized, 28½x11x14 in., $4.25.

BOXES—Mitre—

Goodell—	
1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00
Stanley—	
50½	13.50
246	25.50
358	32.00
460	35.00
Acme—	
72	22.50
73	21.50
74	26.00
75	24.00
New Langdon Imp—	
72	25.00
73	25.75
74	31.50
75	33.00
Stearn's Perfection—	
20	5.25

BRACES—

P. S. & W., No. 508, $1.35 each; 510, $1.40; 8308, $2.50; 8310, $2.75; 8708, $3.75; 8710, $3.85; 8712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.

Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00.

Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.25	3x 4	.40
4x 5	.30	4x 5	.50
5x 7	.40	5x 7	.70
6x 8	.45	6x 8	.90
7x 9	.50	7x 9	.95
8x10	.60	8x10	1.00
10x12	.75	10x12	1.30
12x14	1.25	12x14	1.40

BRADS—Wire—	**Bulk per lb.**	**½-lb. pkgs.**	**¼-lb. pkgs.**
½ and ⅝-inch	.30	.25	.15
¾ to 1½-inch	.25	.20	.15
1¾ to 2-inch	.20	.20	.15

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $4.50 each; No. 8, $5.50 each; No. 44, $4.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.75	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	2.00	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattan, 8 rows, 14 in.	1.25

BRUSHES—

CASTING—	
Round	.80
Oblong	.60
Counter—	
Dusting, com.	.90
Extra quality	1.20
White bristles	1.75
FLOOR—	
Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25
Garage—	
Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25
Gear—	
Handles	.65
Hand or Nail	.10
Horse—	
Rice Root, 12½ lb	.75
Rice Root, 18 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 18 lb.	.95
Mixed Fibre, 18 lb.	.90
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	.85
Kalsomine—	
7-in., single	2.40
3x7½ in blocks	6.75
Marking—(Round)—	
White bristles—	
⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.80	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—	
3 knots, 14-lb.	2.00
4 knots, 18-lb.	2.50
Sash—Chisel Point—	
½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40
Scrub—	
Gray Tampico, 10"	.40
Gray Tampico, 12"	.50
Ox Fibre, 7"	.40
Ox Fibre, 10"	.50
Ox Fibre, 12"	.55
White Tampico, 8"	.35
White Tampico, 11"	.50
White Tampico, 12"	.70
Shoe—	
Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85
Sink—	
Ox Fibre	.15
Split Bamboo	.05
Shaving—Rubber Set—	
Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00
Stencil—	
1½-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

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RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—		Squeegee, 10-in.	.80
Gray fibre	.75	Squeegee, 12-in.	.35
Black horsehair	.90	Squeegee, 14-in.	.40
Pope's Eye	1.15	Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.
Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅞-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅞-inch, 15c; 1-inch, 20c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼x4½	3.00	3.65
2½x4½	3.25	3.75

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.75.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.

CATCHERS—GRASS—No. 9, all duck, $2.25; 10G, Galv. Bottom, $2.35; 11 all duck, $2.75; 12G Galv. Bottom, $2.75; RR1, $1.00; Eureka, 85c; 16G, $2.25; 5G, $2.50.

CESSPOOLS—BELL—	Hinge.	Loose.
2-inch 6x6 Bell	1.40	1.15
3-inch 9x9 Bell	2.00	1.80
4-inch 13x13 Bell	4.75	3.75

CHAINS—Tire.

Size Tire—Weeds	Pair		
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	13.00
		5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 30c lb.; 5-16, 25c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Proof Twisted Link (coil)—3-15 black, 33c lb.; ¼, 30c lb.; 5-16, 30c lb.; ⅜, 30c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 25c lb.; ⅝, 25c lb.; ¾, 25c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c.; No. 12, 10c; No. 10, 12½c; No. 8, 15c; No. 6, 25c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 40c yd.; 3, 45c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	4.50	0	2.50
10	7.00	1	3.00
12	6.50	2	3.50
22	11.00	3	4.75
32	14.00	804	11.00
		Russwin	
501	2.75	0 R	2.75
602	3.25	1 R	3.25
703	4.50	2 R	4.00
		3 R	5.50

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.55	.50	.50
5-16	.25	.35	.60	.50	.55
⅜	.25	.40	.65	.55	.60
½	.30	.45	.75	.65	.75
⅝	.40	.55	.85	.70	.85
¾	.45	.65	.90	.90	1.00
⅞	.75	.90	...	...	1.25
1	.80	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.75 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1 $6.35; 2, $7.50; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3 $14.65.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dazey, No. 10, 65c; 20, 95c; 30, $1.25; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle— 25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carpenters'—Opens 3 ft., pair, $10.50; 4 ft., $11.65; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common. 2½-inch, 85c each; 3-inch, $1.00; 4-inch, $1.35; 5-inch, $1.75; 6-inch, $2.25; 8-inch, $3.50; 10-inch, $4.35; 12-inch, $5.75.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.25
No. 1	5.75	No. 1	2.75
No. 2	8.00	No. 2	3.75
No. 3	10.50	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized— Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.18	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
⅝ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05¾
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal or Galv.	.06
8 mesh	.14	16 M—Opal or Galv.	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each	No.		Each
Ball—	½-inch...	1.40		7-inch...	1.60
	⅝-inch...	1.65		8-inch...	2.40
	¾-inch...	2.15	Gas Hose—	⅜-inch...	.50
	1-inch...	3.65		½-inch...	.55
Floats 395—	5-inch...	.65		¾-inch...	.75
	6-inch...	.90			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.75	.80	.90	1.00	1.75	2.60	3.75	6.50

COMPASSES—No. 40-4, 45c each; 6, 60c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each: No. 30, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.
Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—2-gal. with push faucet, $5.50 each; 3-gal., $6.75; 4-gal., $8.50; 6-gal., $10.00; 8-gal., $12.50; 10-gal., $14.50.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		5 pints	2.75
8½ inch	3.50	6 pints	3.00
9½ inch	3.75	Tea Pots.	
10½ inch	4.25	2 pints	2.00
Coffee Pots.		3 pints	2.25
3 pints	2.25	4 pints	2.50
4 pints	2.50	5 pints	2.75

COPPERS. SOLDERING—Family—

1	1.65
2	1.50

Tinners—

½ pound, per pair	.30
1 pound, per pair	.45
1½ pound, per pair	.60
2 pound, per pair	.75
3 to 14 pounds	.65

CORD—Sash, Common—Per Hank: No. 6, $2.00; 7, $2.35; 8, $3.00; 10, $4.75; 12, $5.95.
Silver Lake—Per Hank: No. 6, $3.10; 7, $3.50; 8, $3.95; 10, $6.05; 12, $8.75.

CORD, TINNED PICTURE—
No. 00, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1 GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $4.35 each; 2, $4.75; 3, $9.75; 4, $19.50; 5, $29.25.
Saunders—No. 1, $3.75 each, 2, $5.50; 3, $13.25.
Trimo—No. 1, $4.35 each, 2, $6.00; 3, $9.75.

DAMPERS—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varn. ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.00; 3x7, $4.25.
100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.
200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.
400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.
276 Black 1⅛-in.—2-6, $4.35; 2-8, $4.50; 2-10, $4.75.
311 Black 1⅛-in—2-6x6-6, $5.25; 2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00.
391 Galv.—2-8x6-8, $6.25; 2-10x6-10, $6.50; 3x7, $7.00; 3x6-8, $7.25.
525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each.
8	7.50	12A	6.50
8½	9.50	87	12.00
9¼	14.00	97	12.75
10½	24.00	118	7.50
490½	20.00	Yankee—Millers Falls, Hand—	
1003	18.00	1	3.50
1005	21.50	2	5.25
11	22.00	2B	4.75
Goodell-Pratt Breast Drills—		3A	4.00
6	5.85	5	4.00
07	5.50	98	5.75
245	5.00	105	3.75
279	13.25	806	5.50
Millers Falls (Breast)—		343	4.00
12	7.50	1980	5.75

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.00	455	9.25
4½	2.80	545	12.00
5½	5.20	550	10.50
5½B	5.20	555	13.75
49	2.30	1430	4.50
53	3.70	1445	8.00
54	4.90	1455	9.25
154	5.00	1530	6.50
259	6.40	1540	10.00
329	8.40	1545	12.00
379	3.50	1550	11.75
385	8.40	1555	13.75
445	8.00		

Chain Drills—Goodell-Pratt

807	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	50	4.80

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
800	1.15	805	.55
801	1.15		

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.25	12	.50
3	.25	13	.55
4	.25	14	.60
5	.25	15	.65
6	.25	16	.70
7	.30	17	.75
8	.35	18	.85
9	.40	19	.90
10	.45	20	.95
11	.45	24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20	15-32	.80
3-32	.20	½	.90
⅛	.20	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.50	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.25
13-32	.70	1	2.50
7-16	.75		

Straight Shank Carbon Steel, Short Set—

1-32	.15	7-32	.25
3-64	.15	15-64	.25
1-16	.15	¼	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
⅛	.15	⅜	.50
9-64	.15	13-32	.60
5-32	.15	7-16	.70
11-64	.20	15-32	.85
3-16	.20	½	1.00
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5	.25	36 to 40	.16
6 to 10	.22	41 to 45	.16
11 to 15	.20	46 to 50	.15
16 to 20	.20	51 to 55	.15
21 to 25	.20	56 to 60	.15
26 to 30	.16	61 to 80	.15
31 to 35	.16		

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.
Sebco "Star"—
¼ 18.00
⅜ 22.00
7-16 ..... 26.00
½ 30.00
9-16 ..... 36.00
⅝ 38.00
¾ 52.00

ELECTRICAL APPLIANCES—
Universal Goods—
Dishes, Chafing—
E921 ..... 15.75
E940 ..... 25.00
E9850 ..... 22.50
Grills—
E982 ..... 12.50
E984 ..... 15.00
Heaters, Immersion—
E970 ..... 7.00
Irons, Curling—
E9901 ..... 7.25
E99011 ..... 8.00
Irons, Pressing—
E901 ..... 10.00
E902 ..... 8.50
E905 ..... 8.50
E9023 ..... 7.50
E9035 ..... 8.50
E9051 ..... 9.50
E9081 ..... 9.00
Irons, Waffle—
E930 ..... 20.00
Pads, Heating—
E9940 ..... 18.50
Percolators—
E9025 ..... 18.50
E9027 ..... 14.00
E9029 ..... 15.00
E9435 ..... 17.00
E9437 ..... 18.50
E9439 ..... 20.00
E9635 ..... 15.00
E9637 ..... 16.00
E9639 ..... 17.50
E9646 ..... 21.00
E9649 ..... 23.50
E9676 ..... 18.50
Ranges, Table—
E9841 ..... 24.00
Stoves—
E998 ..... 11.00
E1997 ..... 11.00
E9960 ..... 10.00
Toasters—
E945 ..... 9.75
E946 ..... 8.50
Urns, Coffee—
E916 ..... 21.00
E919 ..... 22.50
E9136 ..... 18.00
E9146 ..... 23.50
E9149 ..... 26.50
E9166 ..... 28.50
E9169 ..... 31.00
E9176 ..... 19.50
E9179 ..... 21.00
E9166044 ..... 52.25
E9169044 ..... 54.75

Hot Point Goods—
Chafing Dishes—No. 20501, $14.00 each; 20502, $21.00; 20503, $23.50.
Coffee Percolators—No. 20610, $11.00 each; 20611, $12.50;; 20620, $15.00; 20621, $15.00; 20622, $19.50; 20650, $19.50; 20651, $26.00; 20652, $29.50.
Grills—20101, $12.50 each; 20103, $15.00; 20104, $11.50.
Percolator Sets—41484, $51.75; 41486, $41.75; 41585, $48.75.
Curling Irons—112L1, $8.00; 112L2, $7.00.
Heaters, Air—30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $40.00; 30604, $54.00; Hedlite, $12.00.
Heating Pads—50142, $10.00; 50151, $12.50.
Immersion Heaters—50201, $6.75; 50202, $8.25; 50203, $9.75.
Pressing Irons—11103, $9.75; 11203, $7.25; 11205, $8.25; 11206, $8.25; 11307, $10.50; 11308, $10.75; 11310, $12.00; 11312, $17.00; 11315, $18.50.
Ovenette—No. 40701, $8.50.
Stoves—No. 20301, $8.50; 20302, $8.50; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.
Toasters—114T5, $9.75; 114T5½, $8.50; 115T1, $9.50.
Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00.
Attachments, $11.00.

ELECTRICAL SUNDRIES—	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglased	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.35
Knobs, No. 5½, solid	.03½
No. 5½, split	.06
Lamp Guards, Style A—16 C. P	.40
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.10
¼ (250 feet in coil)	.11

	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 319, Cleat, Mesco No.16445	.20
No. 333, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ⅛-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.95
Sticktite Friction, ½-lb. rolls	.95
Paraweld Rubber, ½-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.04
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	1.25
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—
7-inch, each ..... .25
8-inch ..... .30
9-inch ..... .35

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	6.00	.85
3-16 inch	2.00	.30	⅛ inch	4.50	.25
¼ inch	2.50	.35	3-16 inch	6.00	.30
5-16 inch	3.00	.45	¼ inch	7.50	.35
⅜ inch	8.50	.65	5-16 inch	9.00	.40

FILES—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-8½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-8½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches, 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.10 each; 6962, $1.40; 1991, $1.75; 2604, $1.75; 2631, $2.00; 2632, $2.50; 2619, $2.50; 2616, $2.10.
Eveready Batteries—No. 705, 60c each; 790, 40c; 791, 40c; 700, 40c; 750, 40c; 751, 45c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.85	$2.55	$2.25	$2.45	$2.75
Case & Bulb, e.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each....$ .25
Case and Bulb, each .75 .85

Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	6.45
2	4.60	3	7.65
3	5.55	4	9.45
4	6.80	6	11.85
6	8.60	8	15.40
8	11.10	10	20.50
Toy	4.00	12	24.50
White Mountain		15	29.25
1	5.55	20	38.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—

Stebbins—¾-inch, 75c each, 1-inch, 90c each; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—¾-inch, $1.35 each; 1-inch, $1.50; 1¼-inch, $1.75; 1½-inch, $2.10; 2-inch, $3 00.

Lock Fast—½-inch, $1.45 each; ¾-inch, $1.65; 1-inch, $1.85; 1¼-inch, $2.00; 1½-inch, $2.25; 2-inch, $2.50.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.85	77	1.65
94	2.15	71	1.15
95	2.00	90	.85
95½	1.65	91	1.65
Marking—Stanley—		92	2.25
61	.25	97	1.00
64	.50	98	1.90
65	1.00		

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	70%	70%
Double Strength	75%	65%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 30c each; Green or Red, 85c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 75c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.60
B	.70
CX	.45
D	.35
GX	.50
LXX	.45

Imperial Liquid—

Size	1 Oz.	½ Pt.	¼ Pt.	½ Pt	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Liquid—

Size	1 Oz.	2 Oz.	½ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.50 each; ⅜-inch, $1.50; ½-inch, $1.65; ⅝-inch, $1.70; ¾-inch, $1.80; ⅞-inch, $2.00; 1-inch, $2.10; 1¼-inch, $2.25; 1½-inch, $2.50; 1¾-inch, $2.75; 2-inch, $3.25.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GALVANIZED WARE

Boilers, Coffee

1½ quarts	.90
2 quarts	1.10
3 quarts	1.85
4 quarts	1.90
6 quarts	2.15
8 quarts	2.60
10 quarts	3.00
12 quarts	3.40

Boilers, Wash

18	2.75
21	3.00
22	3.25

Bowls, Wash

11 inch diam.	.35
13 inch diam.	.40

Buckets, Fire

12 quarts	.90
14 quarts	1.00
14 quarts	1.25

Buckets, Well

10 quarts	.90
12 quarts	1.00
14 quarts	1.10

Cans, Ash

10 gals.	4.80
16 gals.	5.75
20 gals.	6.75
28 gals.	7.75

Cans, Garbage

5% dis. in lots 3 doz.
Smooth, Pail Handle

2 gals.	1.15
5 gals.	1.50
6 gals.	1.85
8 gals.	2.00
10 gals.	2.50
16 gals.	3.00

Corrugated, Side Handles

15 gals.	6.75
16 gals	7.25
21 gals.	8.00

Gasoline Cans (1 P & B, 1)

5 gals.	2.50
1 gal.	.85

(Side faucet)

5 gals.	2.50

(Top faucet)

5 gals.	2.50

Oil Cans

1 gal	.70
2 gals.	1.15
5 gals.	2.50

(Double seamed)

5 gals.	2.00

(Side faucet)

5 gals.	2.50

Dippers

1 quart	.80

Coal Hods

16 inch	1.00
17 inch	1.20

Camp Kettles

1 gal.	.40
1½ gals.	.55
2 gals	.70
3 gals.	.90
4 gals.	1.05

Cement Pails

14 quarts	2.50

(Puritan)

14 quarts	3.50

Chamber Pails

10 quarts	1.10
12 quarts	1.15

Stock Pails

14 quarts	1.00
16 quarts	1.10
18 quarts	1.25
20 quarts	1.40

Water Pails

8 quarts	.50
10 quarts	.55
12 quarts	.65
14 quarts	.75
16 quarts	.85

Refrigerator Pans

12-inch	.75
14-inch	.85

Water Pots or Sprinklers

4 quarts	1.00
6 quarts	1.25
8 quarts	1.50
10 quarts	1.75
12 quarts	2.00
16 quarts	2.50

Foot Tubs (oval)

16-inch	.85
18-inch	1.00
20-inch	1.20
21-inch	1.50

Wash Tubs

18-inch	1.35
20-inch	1.65
22-inch	1.90
24-inch	2.25

(Extra heavy)

20-inch	2.50
22-inch	2.75
24-inch	3.00
19-inch	1.50

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RETAIL SELLING PRICES—Continued.

GRAPHITE—Flake, per lb., 80c.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 30c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	8.00
40 to 200 lbs.	8.00
Over 200 lbs.	8.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.40
19 inch	1.50
Mounted—Hand—	
7 inch	3.00
8 inch	3.25
10 inch	4.00
12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power— Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90

17"	¾	2.30	....
17"	1	3.25	4.15

Hand, Lenox— Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20
Hand, Starrett, Victor, Star—		
8-inch	.10	.85
9-inch	.10	.95
10-inch	.15	1.10
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—No. 41½, $3.00 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

HAMMERS—Maydole Carpenters' Nail—No. 1, $2.35 each; 1½, $2.25; 2, $2.00; 11, $2.35; 11½, $2.25; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 34, $1.50; 611½, $3.25; 710, $3.00; 711, $2.35; 711½, $2.25; 712, $2.00; 713, $1.75.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.25; 770½, $2.75; 771, $2.50; 772, $2.25; 773, $2.00; 774, $1.85; 775, $1.75; 776, 1.50; 777, $1.45; 778, $1.35.

HAMMERS—

Plumb's Carpenter's Nail—	
K1	1.35
TO 1½	1.25
A 11	1.20
A 11½	1.15
A 12	1.10
C 11½	1.50
C 12	1.45
P 80	2.25
P 81	2.15
P 82	2.00
P 83	1.90
P 84	1.80
P 85	2.25
P 86	2.15
P 87	2.00
Plumb's Engineer's—	
261	2.10
262	2.25
263	2.50
264	2.75
Plumb's Machinist's Ball Pein—	
18	.80
1370	1.75
1371	1.75
1372	1.75
1373	1.85
1374	2.00
1375	2.15
1376	2.35
1377	2.50
1379	2.90
Plumb's Riveting—	
220	1.25
221	1.35
222	1.35
223	1.50
251	1.75
252	1.80
253	1.85
254	2.00
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼x4	....	....	2.30
2¼x4½	....	....	2.40
2½x4½	1.25	1.60	2.50
2½x5	1.40	1.75	2.65
2¾x5	1.65	2.00	3.80
2¾x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No. With Brackets	
20½B for 31 track	5.10
27½B for 31 track	7.50
Without Brackets	
30 for 30 track	2.40
135-1 for 31 track	3.50
38-1 for 61 track	1.65
44-1 for 63 track	2.00
44-2½ for 65 track	4.00
Myers No. 3	3.50
Myers No. 4	2.75
Lanes No. 25	1.40
Wilbern, rnd. tr., No. 5	3.00

HANGERS, PARLOR DOOR—Complete with track—

Richards-Wilcox, Double.	
No. 11, 14-in.	5.00
Size. No. 221	
25	12.00
26	12.00
27	18.15
28	14.25
29	15.40
210	16.50
Richards-Wilcox, Single.	
No. 11, 7-in.	2.50
Size No. 221	
13	6.00
14	7.15
15	8.25
16	9.40
17	10.50
18	11.60
Prouty, No. 5S	4.85
Prouty, No. 5D	9.75
Lanes, No. 0105	4.85
Lanes, No. 0105A	4.65
Lanes, No. 0105NT	8.75
Lanes, No. 105A	9.45
Lanes, No. 105	9.75
Lanes, No. 105NT	7.75

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8 in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock--27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1310—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.
Flooring—Plumb, $3.00; White, $4.00.
Broad—1 Plumb, $2.85; 2, $3.25; 3, $3.65; 4, $4.00; 5, $4.50.
Bench—(single or double Bevel)—3 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.50; 2 Plumb, $2.65; 3 Plumb, $2.75.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.35; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.

HEADS—MOP—Cotton—No. 9, 45c each; No. 12, 55c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 70c each; No. 015, 90c; No. 018, $1.00; No. 020, $1.15.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1⅛-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1802½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 85c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1½x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Light Loose Pin Butts—289D2&F, 2x2, 35c; 8x3, 50c; 289SF2, 45c; 60c; 289N, 55c; 70c.

Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.

Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.

Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.

Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c· 5x5, $1.40.

Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.

Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.

Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.

Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.

Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.

Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.

Long Griddles—7¼x16½ inches, $2.30; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x24½ inches, $5.40; 13½x25 inches, $7.50.

Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.

Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.

Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.

Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.

Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.

Ham Boilers—No. 8, $7.15 each: No. 9, $7.75.

Waffle Irons, regular style, $2.75.

No. 40, steel... .20 .25 .30 .40 .45 .50 .95

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.85	...	.65	...
1	.75	...	.50	...
2	.60	...	.45	...
3	.50	...	.35	...
4 or 104	.40	...	.30	...
5 or 105	.35	...	.25	.75
6 or 106	.25	1.25	.20	.60
7 or 107	.20	.60	.15	.45
8 or 108	.15	.75	.10	.40
9 or 109	.15	.60	.10	.35
10 or 110	.10	.50	.10	.30
11 or 111	.10	.40	.10	.25
12 or 112	.10	.30	.10	.20
13 or 113	.10	.25	.10	.15
14 or 114	.10	.20	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.30	.25	.30	.40	.45	.50	.90
No. 1040, brass	.85	.90	1.50	1.50	1.75	2.00	4.40

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.50
2¾-inch, other finishes	1.60
Cast, coppered	.65
Wire, coppered	.65
Wire, Japanned	.40
Wire, tinned	.45
Wire, nickel plated	.45
Wire, brass plated	.70
Coat and Hat—	
Double, cast, heavy	.80
Single, cast	.55
Medium, cast	1.00
Heavy, cast	1.50
Cast, nickel plated	1.35
Cast, copper finish	1.25
Cast, brass finish	1.15
Cast, bronze, all fin	4.75
Porcelain, solid	.15
Wire, Japanned	.25
Wire, tinned	.30
Wire, nickel plated	.40
Clothes Line—	**Ea.**
Malleable iron, Jap	.10
Malleable iron, Galv	.15
Grass—	**Ea.**
14-in., 16-in., 18-in	.05
Bronzed	.65
12-in, enameled, green	.60
12-in, enameled, black	.75
Finest quality steel	.90
Forged tool steel	.60
Hammock—	**Ea.**
To screw	.15
With plate	.15
Hay Fork—	**Ea.**
⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50 ft. lengths—5 ply, ½-in., 22c per ft; 5 ply, ¾-in., 27c; 6 ply, ½ in., 27c; 6 ply, ¾-in., 33c; 7 ply, ½-in., 30c; 7 ply, ¾-in., 37c; Tested, 5 ply, ½-in., 24c; Tested, 5 ply, ¾-in., 30c.

Reel, not coupled—Goodrich Ribbed, ½-in., 35c per ft.; ¾-in., 45c; Second quality, ½-in., 32c; ¾-in., 42c; Third quality, ½-in., 26c; ¾-in., 32c.

IRON SHEETS—

Galvanized—	Cut Sheets	Full Sheets
10 to 20	.21	.16
20 to 30	.21	.16
Black Sheets—		
10 to 16	.16	.12½
18 to 24	.18	.14
26 to 30	.19	.15

Corrugated Sheets, Galvanized—

26 Ga.	13.00
28 Ga.	12.00
Rockface Siding	11.50
Brickface Siding 28 Ga.	8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.05
1⅝-inch—Block	.55	1¾-inch Double	1.25
1¾-inch Single	.80	2-inch Double	1.45
2-inch Single	.85	2⅛-inch Double	1.55
2⅛-inch Single	.90	2⅜-inch Double	1.65
2⅜-inch Single	1.00	2⅝-inch Double	1.70

IRONS—Sad. Common, 25c lb.

Mrs. Potts—No. 50, $3.00 set; 70, $4.25; G. Pressing, 15c lb.: T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $2.45.

KITS—Lunch—

Thermos—391-395, $3.75; 392-396, $4.00· 393-397, $4.25; 394-398, $5.00.

Universal—310—$5.00; 410, $5.25; 510, $5.75; 320, $4.75; 4070, $6.50; 3070, $4.50.

KNIFE—Corn—

Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—

Iron handled, set, $1.75.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—

Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size ¼, per ft	.04	2, coil	.75
Size 5-16, per ft	.04½	8, coil	.80
Size ⅜, per ft	.05	O M, 1 M, 2 M, 3 M, spl	.80
Size ½, per ft	.07½		
Size ⅝, per ft	.09	**Hooks**	**Doz.**
Size ¾, per ft	.10½	10	.05
Wire		8, 9, 10	.05
0 and 1, coil	.75	6, 7	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite No. CQ329, $9.50; Quick-Lite No. LQ327, $8.50.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns		Same, Brass Fount and Top	2.75
Little Star Tin Lanterns	.90	No. 2 Large Fount Blizzard Lanterns	1.65
Hi-Lo Tin Lanterns	1.25	Little Wizard Tin Lanterns	1.10
Victor Tin Lanterns	.95	No. 2 Wizard Tin Lanterns	1.45
Monarch Tin Lanterns	.95	Same, Brass Fount and Top	2.00
O. K. Tin Lanterns	1.00	No. 2 Large Fount Wizard Lanterns	1.65
No. 2 Royal Tin Lants.	1.10	Same, Brass Fount and Top	2.10
Cold Blast Lanterns		Dash and Wagon Lanterns	
Junior Tin Lanterns	.95	Buckeye Dash Lant'ns	1.85
Junior Brass Lanterns	1.75		
Junior Brass Nickel-plated Lanterns	2.00		
No. 2 Crescent Tin Lanterns	1.85		
No. 2 Blizzard Tin Lanterns	1.45		

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RETAIL SELLING PRICES—Continued.

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns 1.75
Driving Lanterns
Eureka Driving, plain lens 2.00
Same, with optical lens 2.85
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel fin... 2.25
Underwriter's Mill Lanterns 2.50
No. 2 Blizzard Mill Lanterns 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish 4.75
Same, Nickellplated on Tin 5.25
Same, all Brass 6.00
Same, Nickel-plated on Brass 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns 2.75
No. 60 Beacon Wall Lanterns 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin 7.25
Same, Brass Founts... 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, Tin 7.75
Same, Brass Founts...10.75
Platform Lanterns
Imperial Platform Lanterns 12.50
No. 1 Climax Platform Lanterns 5.00
No. 2 Climax Platform Lanterns 5.25
Nos. 1 and 2 Climax Nested 10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment....24.50

LEAD—Bar, 25c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 84, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire Twisted—50 foot 20 gauge, 50c; 75 foot 20 gauge, 65c; 100 foot 20 gauge, 75c; 50 foot 18 gauge, 70c; 75 foot 18 gauge 85c; 100 foot 18 gauge, $1.05.
Wire, Solid—100 foot 9 gauge, $1.00 each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.
Steel—15½x23½, $3.00 each; 17½x30, $4.00; 21½x36, $6.00.
Steel Matting in Rolls—Per sq. ft., $1.20.

MATTOCKS— Each.
Short Cutter, Standard, 5½ lbs..... 1.75
Long Cutter, Standard, 6 lbs..... 1.75
Pick, Standard, 6 lb..... 1.75
Handled, D E 3..... 1.00
Handled, C E 3½..... 1.65
Handled S Q 3½..... 1.25

MAULS—Post—10-lb., $1.80 each; 13-lb., $2.35; 16-lb., $2.85; 18-lb., $3.25; 20-lb., $3.60.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —
Junior 42.00
Medium 48.00
Senior 65.00
Force Feed 80.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.85	3	1.50	120	.90
8	1.15	4	2.00	140	1.10
7BD	1.25	10B	1.75	180	1.35
9BD	1.50	11B	1.75	220	1.50

MOP STICKS—No. 2, 25c each; No. 7, 50c each; No. 13, 50c each; No. 70 or Janitor's, $1.00 each.

MOWERS—Lawn
Great American—
15-inch 24.00
17-inch 26.00
19-inch 29.00
21-inch 32.00
Common—
12-inch 9.00
14-inch 9.50
16-inch 10.00
Pennsylvania—
14-inch 22.00
16-inch 25.00
17-inch 36.00
19-inch 40.00
21-inch 44.00

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.58; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch., 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch 1.35
6-inch 1.50
7-inch 1.85
8-inch 2.15
Nettleton's—
6-inch 2.00
8-inch 2.40
10-inch 2.90
12-inch 3.10
14-inch 3.75
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Utica—
Common, 5-inch..... 1.60
Common, 6-inch..... 1.85
Jeweler's, 3½-inch... 2.00
Jeweler's, 4½-inch... 2.25

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 30c doz.; ¼, 35c; 5-16, 40c; ⅜, 55c; 7-16, 75c; ½, 90c; ⅝, $2.00.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 25c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—
Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50
Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ 2.25
3 ..... 2.35
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .20
2 ..... .25
3 ..... .30
4 ..... .35
5 ..... .40
6 ..... .45

OPENERS (CAN)—

No.	Each.	No.	Each.
4	.10	140	.15
16	.15	340	.30
100	.30		

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—			
121 G	6.25	17 G	4.25
		122 G	7.50
Pinney & Boyle—		33	3.50
18	3.25	37	4.15
17	4.00	37 G	4.25

PACKING—Sheet Rubber—Standard I C., 85c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.7 .

PADS—Sweat—No. 63 N12, Red Edge, $1.25; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin—

No.	Each.	No.	Each.
958	.35	1908	.60
2802¼	.45	9902	.85
2822¼	.65	9902 N C	.75
2869	1.25	21090	1.00
2879	2.10	Yale—	
2880	2.35	223	1.00
2881	3.00	225	1.40
2883	4.50	453 J	.45
Miller—		453 X	.45
1	1.85	568	1.85
016	.35	565	2.25
18	.40	585	2.50
18 L	.40	635	2.25
19	.40	645 J	.80
21	.50	803	2.50
75	.55	805	2.50
76	.85	805½	3.00
78	1.00	813	2.75
96	.55	815	2.50
960	.75	823	3.00
121	.55	833	3.50
5441	1.15	843	4.00
Slaymaker—		853	4.50
1902	.75	8454	3.50

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon 2.20
5 gallon 1.90

Alum—
Pwd, less than 100 lbs, lb. ..... .17

Benzine—
New cans, casd, gal .60
Old cans, uncsd, gal. .40

Coal Tar—
5-Gal. .....Gal. .50
1-Gal .....Gal. .65

Creosote—
Gal. ..... .35

Distillate—
Light, gal ..... .40

Glue— Lb.
No. 2 Gelatine.... .50
Chicago White ... .50

Kalsomine, White—
Bbls, 280 lbs..... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs. bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.44
1's .....Gal. 1.70
½'s .....½-Gal. .95
¼'s .....Qt. .55
⅛'s .....Pt. .35

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.60
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70

Paint, Dry Colors—
Umber ..... .12
Chrome Green, Med .20
Graphite ..... .06
Princess Metallic.. .06
Sienna ..... .11
Venetian Red .... .08
Yellow Ochre .... .05

Painters' Petroleum—
1-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white—
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .08

Putty, Bladder—
Less than 100 lbs. .07½

Putty, Bulk—	Lb.
1-lb. Cans	.15
2-lb. Cons	.12½
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85 lb. Cans	.06½
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs.	.10

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10½
Less 25 lbs..... .12

Turpentine—
5's .....Gal. 1.62
1's .....Gal. 1.75
½'s .....½-Gal. 1.00
¼'s .....Qt. .55
⅛'s .....Pt. .35

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 80c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	4.25	3.75
No. 1-1000	8.00	7.25
No. 2-500	6.25	5.25
No. 2-1000	12.00	9.75
No. 3-500	9.00	7.85
No. 3-1000	17.50	14.75

Red Resin—17-lb., $2.00; 20-lb., $2.25; 25-lb., $2.75; 30-lb., $3.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $3.25; Deadening, per lb. 09.

INSULATING—No. 8, per roll, $2.25; No. 10, per roll, $3.50.

ROOFING—
Standard or Cronolite
1 ply square 3.25
2 ply square 3.75
3 ply square 4.50
Malthoid or Rubberoid Roofing—
1 ply 4.00
2 ply 5.00
3 ply 6.00
Malthoid Junior..... 4.25
Roofing Cement—
Preservative
Bbls., per gal. ..... .90
5 Gal., per gal. 1.25
1 Gal., per gal..... 1.35
Pint ..... .30

SAND AND EMERY—(Per quire of sheets)—

	0	½	1	1½	2	2½	3
Carborundum ...	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.....	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.50 per roll; 25-lb., $1.75; 30-lb., $2.00.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.85	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

44	5.75	74	7.00
46	6.25	76	7.75
48	6.75	79	8.50
52	5.75	714	9.25
54	6.25	464	7.25
56	6.75	466	8.00
58	7.50	469	8.75
64	6.50	474	7.75
66	7.25	476	8.50
69	8.00	479	9.25
614	8.75		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb., $1.40 each; 4, $1.50; 4½, $1.75; 5, $2.00; 6, $2.25.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $2.00; 7, $1.75.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

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RETAIL SELLING PRICES—Continued.

PIPE—

	Standard Black Cut Length Pr. Ft.	Standard Black Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Galvanized Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch	.07	5.85	.09½	8.38	.04	.08
¼-inch	.08	6.50	.11	8.90	.04	.08
⅜-inch	.08	6.50	.11	8.90	.04	.08
½-inch	.10	8.45	.13	10.65	.04	.08
¾-inch	12½	10.75	.16	13.15	.04	.08
1 -inch	17½	16.00	.22	19.65	.04½	.09
1¼-inch	.23	21.25	.28	26.45	.05½	.11
1½-inch	.29	26.50	.35	31.55	.06	.12
2 -inch	.37	34.00	.46	42.50	.07½	.15

PIPE—Gas and Water—Black—⅛-inch, 6½c foot; ¼-inch, 7c; ⅜-inch, 7c; ½-inch, 9½c; ¾-inch, 12c; 1-inch, 18c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 40c.

Galvanized—⅛-inch, 9c foot; ¼-inch, 10c; ⅜-inch, 10c; ½-inch; 12c; ¾-inch, 15c; 1-inch, 22c; 1¼-inch, 30c; 1½-inch, 40c; 2-inch, 50c.

PIPE, STOVE—Nested, Full Joints—3 inch, 45c joint; 4-inch, 45c; 5-inch, 45c; 6-inch, 50c; 7-inch, 50c.

4-inch, Japan, 45c; 5-inch, Japan, 45c; 8-inch, Galvanized, 40c; 4-inch, Galvanized, 50c; 5-inch Galvanized, 60c; 6-inch, Galvanized, 70c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c.

PIPE FITTINGS—Price each—Black.

	¼	⅜	½	¾	1	1¼	1½	2
Bushings	.10	.10	.10	.10	.10	.10	.15	.20
Caps	.10	.10	.10	.15	.15	.20	.25	.40
Couplings	.10	.10	.15	.15	.20	.30	.35	.45
Crosses	.15	.15	.25	.35	.50	.55	.65	1.05
Elbows, 90 degree.	.10	.10	.10	.10	.15	.25	.35	.55
Elbows, 45 degree.	.10	.10	.10	.15	.25	.45	.50	.70
Elbows, Reducing.	.15	.15	.15	.20	.25	.35	.40	.70
Elbows, Side Outlet	.10	.15	.25	.40	.60	.75	1.30	
Elbows, Street	.10	.10	.15	.20	.20	.30	.35	.70
Floor Flanges	.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.10	.10	.10	.10	.15	.20	.20	.30
Plugs	.10	.10	.10	.10	.10	.10	.10	.15
*Reducers	.15	.10	.10	.15	.20	.20	.30	.50
Return Bends, Close	.20	.25	.30	.50	.65	.80	1.20	
Tees	.10	.15	.15	.15	.20	.35	.45	.70
Tees, 4-way	.15	.20	.25	.45	.75	1.05	1.70	
*Tees, Reducing	.15	.15	.20	.25	.25	.40	.55	.90
Unions	.20	.25	.25	.30	.40	.55	.70	.85
Galvanized.								
Bushings	.10	.10	.10	.15	.15	.20	.25	.35
Caps	.10	.10	.10	.15	.20	.35	.40	.65
Couplings	.10	.15	.15	.20	.30	.40	.50	.60
Crosses	.20	.20	.35	.50	.75	.90	1.15	1.85
Elbows, 90 degree.	.10	.15	.15	.15	.30	.40	.55	.90
Elbows, 45 degree.	.10	.10	.15	.25	.35	.65	.70	1.05
Elbows, Reducing.	.20	.20	.20	.30	.35	.55	.65	1.15
Elbows, Side Outlet	.15	.20	.40	.60	.90	1.10	1.95	
Elbows, Street	.10	.15	.20	.30	.35	.50	.60	1.15
Floor Flanges	.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.10	.10	.10	.15	.25	.30	.30	.50
Plugs	.10	.10	.10	.10	.10	.15	.20	.30
*Reducers	.20	.10	.15	.20	.30	.35	.45	.75
Return Bends, Close	.30	.40	.40	.75	1.10	1.30	2.10	
Tees	.15	.20	.20	.20	.30	.55	.70	1.25
Tees, 4-way	.20	.30	.40	.65	1.05	1.50	2.45	
*Tees, Reducing	.20	.20	.25	.40	.40	.70	.90	1.55
Unions	.30	.35	.40	.45	.60	.80	1.05	1.35

NIPPLES—Black.

Close	.10	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.15	.15	.20
4 inch long	.10	.10	.10	.10	.15	.15	.20	.25
5 inch long	.10	.10	.10	.10	.15	.20	.25	.30
6 inch long	.10	.10	.10	.15	.15	.25	.30	.35
Galvanized.								
Close	.10	.10	.10	.10	.10	.20	.25	.30
Long	.10	.10	.10	.15	.15	.20	.25	.30
4 inch long	.15	.15	.15	.15	.20	.30	.35	.45
5 inch long	.15	.15	.20	.20	.25	.30	.40	.50
6 inch long	.15	.15	.20	.20	.30	.35	.45	.60

2½-inch to 4-inch, Black, only—

Bushings	.30	.40	.50	.65
Caps	.65	.95	1.15	1.60
Couplings	.60	.90	1.20	1.50
Crosses	1.90	3.15	3.50	6.05
Elbows, 90 degree	1.05	1.60	2.10	3.40
Elbows, 45 degree	1.10	1.55	2.10	3.05
Plugs	.25	.35	.55	.60
*Reducers	.85	1.25	1.70	2.10
Tees	1.25	1.95	2.55	3.95
Unions	1.80	2.40	4.25	5.00

NIPPLES.

Close	.35	.45	.75	.85
5 inch long	.55	.65	1.05	1.20
6 inch long	.60	.75	1.05	1.20
8 inch long	1.00	1.20	1.45	1.75
10 inch long	1.20	1.50	1.75	2.10

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 8-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Stanley, Block-Bailey—No. 9½, $3.25: 9¾, $4.00; 15, $3.50; 16, $3.65; 17, $4.15; 18, $4.00; 19, $4.15.

Block, Stanley—No. 60, $3.75; 60½, $3.25: 65, $4.50; 100, 80c; 101, $2.75; 102, $1.15; 103, $1.80; 110, $1.85; 120, $2.25; 130, $2.45; 131, $3.75; 203, $2.00; 220, $2.45.

Iron, Bailey—2, $5.35; 2C, $5.75; 3, $5.60; 3C, $6.00; 4, $6.15; 4C, $6.65; 4½, $7.00; 4½C, $7.65; 5, $7.00; 5C, $7.65; 5½, $8.00; 5½C, $8.60; 6, $9.10; 6C, $9.75; 7, $10.50; 7C, $11.25; 8, $12.50; 8C, $13.25.

Iron, Stanley—603, $6.65; 604, $7.25; 604C, $7.75; 604½, $8.40; 604½C, $9.00; 605, $8.40; 605C, $9.00; 606, $10.50; 606C, $11.50; 607, $12.00, 607C, $13.00; 608, $14.25; 608C, $15.75.

All Wood—Plain, No. 3W, $2.50 each; 15W, $2.75; 21W, $5.60; 27W, $4.85. Razee, No. 5W, $4.65; 17W, $3.25; 23W, $5.15; 29W, $5.50.

Wood Bottom, Bailey—No. 22, $4.00 each; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.50; 29, $5.20; 30, $5.50; 31, $6.00; 32, $6.50; 35, $5.50; 36, $6.00.

Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 8.65.

PLATES—GAS, HOT—No. 501, $5.25; 502, $8.25; 503, $13.25; 702, $11.75; 703, $17.25; 722, $13.25; 723, $18.75; 1001, $3.75; 1002, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.85; 5½, $2.25; 7½, $3.15. No. 201 or 81C 5-inch, $3.50; 6, $4.00; 7, $4.50; 8, $5.00; 9, $6.00.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 37, 18-inch, $6.25; 24-inch, $7.25; 37G, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 34V, 6-inch, $2.25; 8-inch, $2.75.

Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 13, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 25c; 44, 25c; 600, $1.50.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 80c; 6P, 50c; 7L, $1.35; 7P, $1.35.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.59	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	8.25
3-inch	.60	No. 80	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.

Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.

1	18.00	8 Quart	1.50
5	16.50	10 Quart	1.75
20	11.00	12 Quart	1.90
71	18.00	16 Quart	2.25
72	16.50	Tin	
21	14.00	4 Quart	.85
Watering Galvanized		6 Quart	1.00
4 Quart	1.10	8 Quart	1.25
6 Quart	1.35	10 Quart	1.60

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.85; Red Devil, $2.50; Morrill's, $3.25; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $5.00; 2, $5.40; 3, $6.10; 4, $7.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

No.		No.	
700, each	1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.85
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B, Blades, pkg.	.50
12 X B, Blades, pkg	1.00		
AutoStrop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B, Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REVOLVERS—

Colts, Model	Each.
Police Positive	34.00
Police Positive Special	35.50
Police Positive Target	36.00
Army Special	38.00
New Service	39.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	16.50
300 B, 303 B	16.75
304	16.75

	Each.
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military, Police	34.50
Regulation Police	32.50
1903 Hand Ejector	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50
Marlin—	
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel.	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel.	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	78.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard.	58.36
TD—Carbine	57.25
16 A TD—Standard.	44.61
Savage —	
1899 250-3000	60.00
1899 TD, Feath'wt	55.00
189 SF	48.00
1904 TD, Single shot.	9.75
1914 TD, Hammerless	28.50
Stevens—	
Little Scout	8.00
Crack Shot	10.00
Marksman	13.00
Favorite	14.00
70 TD, .22	19.00
1919, .22	26.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.30
1890 TD—Oct. Fancy	57.50
TD—Oct. Plain.	31.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	53.15
1895—Govt. Model.	53.15
1895 TD	67.10
1902 TD—22	10.50
1903 TD—Plain	44.30
1903 TD—Fancy	69.00
1904 TD .22	12.60
1906 TD	28.55
1907 TD	61.50

RIFLES—No. and Model—

Daisy Air—	Each
25	5.25
40	5.25
8	3.00
30	2.85
11	2.35
12	2.00
King Air—	
4	2.95
5	3.15
21	2.00
22	2.35
304 B	17.25
323 B	17.00
324	17.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths	.35	.65	7—Asst.	.35	.70
8 "	.35	.65	8 "	.40	.70
9 "	.35	.70	9 "	.40	.75
10 "	.40	.70	10 "	.40	.75
12 "	.40	.75	12 "	.45	.80

Copper Iron, with Burrs—08 Asst., 25c, ½-lb. box; 010, 80c.

RIVETS—Tinners—Black all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 18c ft.; 3, ⅜-inch, Steel, Brass Plated, 13c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, 85c; ¼ to 5-16, 85c lb.; ⅜ to ¾, 85c; ⅞ to 1, 90c.
Manila—Base, 40c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 872 (36½), 85c; 378 (8), $1.50; 886 (32), 90c; 888 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES—ZIG ZAG—Lufkin—Stanley—No. 804 F, 65c each; 806 F, 90c; 8513 (03), 55c; 8514 (04), 70c; 8515 (05), 90c; 8516 (06), $1.05; 8518 (08), $1.40; 8523 (403 F), 50c; 8524 (404 F), 65c; 8525 (405 F), 80c; 8526 (406 F), $1.00; 8613 (103), 55c; 8614 (104), 75c; 8615 (105), 90c; 8616 (106), $1.00; 8624 (854 F), 65c; 8626 (856 F), 95c.

SAWS—One Man—Cross-cut—

	Disston		Chinook		Chinook
3 ft.	4.00	5½ ft.	7.70		....
3½ ft.	4.60	6 ft.	8.65		12.80
4 ft.	5.25	6½ ft.	10.75		14.40
4½ ft.	5.75	7 ft.	10.90		16.00
5 ft.	6.50	7½ ft.	12.00		17.60

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

12 Disston or 69 Atkins			
18 inch	3.70	20 inch	2.85
20 inch	4.00	22 inch	3.10
22 inch	4.35	24 inch	3.40
24 inch	4.70	26 inch	3.60
26 inch	5.10	28 inch	4.00
28 inch	5.50	**No. 120 Disston**	
No. D8 Disston or 51 Atkins		26 inch	6.20
18 inch	3.10	28 inch	6.60
20 inch	3.50	**No. 112 Disston**	
22 inch	3.65	26 inch	5.25
24 inch	3.75	28 inch	5.60
26 inch	3.95	No. D 100 or No. D 20 Disston	
28 inch	4.45	26 inch	4.35
No. 7 Disston		28 inch	4.85
18 inch	2.65		

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	**Kitchen No. 2**	
24-inch	4.25	12-inch	.65
26-inch	4.75	14-inch	.70
28-inch	5.50	16-inch	.75
Butcher No. 10		**Mitre**	
16-inch	1.80	24-inch	5.25
18-inch	1.90	26-inch	5.75
20-inch	2.00	28-inch	6.50
22-inch	2.15		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete

No. 3..... 2.50

Pruning

No. 50 California, 12 in. 1.85

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

Buck—

Com Sgl Brace V tooth.....$1.75
Com Dbl Brace Tuttle tooth..... 2.50
Com. Dbl Brace V tooth..... 2.75
No. 150 Special 1.95

SAW CLAMPS—No. 3, $2.00; 0, $1.85. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25. No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P..... 1.50
Spec. Morrill 2.00
105 Morrill ..... .60
1 Morrill 2.00
10 ..... 1.20
77 ..... 1.00

X CUT—

Morrill No. 3..... 1.35
Baker No. 3..... 2.35
Colonial 1.35
7 Taintor 2.00
28 Triumph 1.65
Hammer ..... .85
Lever ..... .25
Morin No. 2..... 5.00
Morin No. 2½ 6.00
Morin No. 3 .....2.65

SAW TOOLS—

Clipper Outfit ..... .80

Morrill's Raker Gauge—

No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50

Atkins Raker Swage.. .40
5-M Tooth Gauge..... .25
Jointers Pikes Perf... .75
Jointers No. 7 Sterns .70

Setting Tool Disston—

No. 100..... .80

No. 4 Setting Blocks—

No. 4 Blocks, Morin.. 2.00
Swages No. 0 Disst... 4.75
Swages, Whitmgs.... 1.00
Atkins, Rex 1.00
Atkins, Excelsior..... .85

SCALES—Family, testing without scoop, $3.50; with scoop, $4.25; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50. Spring Balance, No. 50 30c each; 51, 60c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch; 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.

Wise—No. 14 B H, $1.35; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.35	.40	.45	.50	...
4	.40	.45	.50	.55	.65
6	.50	.55	.60	.65	.85
8	.70	.85	.95	1.00	1.20
10	1.00	1.15	1.35	1.55	1.90
12	1.30	1.55	1.70	1.90	2.20
14	1.65	1.90	2.20	2.55	3.05
16	2.65	2.90	3.20	3.45	4.00
18	3.30	3.75	4.05	4.40	5.25
20	4.20	4.55	5.00	5.50	6.35

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.85	1.00	1.25	1.55
6	1.10	1.40	1.70	2.10
8	1.50	1.70	2.10	2.50
10	2.20	2.45	2.75	3.15
12	2.60	3.00	3.40	3.85
14	3.40	3.80	4.25	4.65
16	4.40	5.00	5.65	6.35
18	5.75	6.30	7.00	7.80
20	7.25	8.20	9.10	9.90

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.25	.30	.30	.35	...
4	.25	.30	.30	.35	.40
6	.30	.35	.35	.40	.45
8	.40	.40	.45	.45	.55
10	.55	.60	.60	.65	.75
12	.60	.65	.70	.75	.85
14	.75	.80	.85	.85	1.00
16	...	1.00	1.00	1.10	1.25
18	...	....	1.40	1.50	1.65
20	...	....	....	1.80	2.00

Size	1¼-in.	1½-in.	1¾-in.	2-in.
4	.55	.60	.65	.80
6	.55	.60	.75	.95
8	.60	.70	.80	1.00
10	.90	1.10	1.25	1.40
12	1.00	1.15	1.35	1.50
14	1.15	1.35	1.50	1.80
16	1.40	1.75	2.05	2.40
18	2.00	2.30	2.65	3.00
20	2.30	2.65	3.00	3.30

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth. (ins.)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.55	.60	.65	.80	1.05
⅞	.55	.60	.65	.80	1.05
1	.60	.65	.75	.90	1.10
1¼	.65	.65	.75	.95	1.20
1½	.70	.75	.80	1.05	1.30
1¾	.75	.80	.85	1.10	1.40
2	.75	.85	.95	1.20	1.50
2¼	.85	.95	1.00	1.30	1.60
2½	.95	1.05	1.10	1.35	1.70
3	1.10	1.15	1.25	1.50	1.80
3½	....	....	....	1.75	2.15
4	....	....	....	....	2.50

Lgth. (ins.)	⅝-in.	¾-in.	⅞-in.	1-in.
1	1.65	2.25	3.30	....
1¼	1.70	2.25	3.30	....
1½	1.80	2.45	3.30	....
1¾	1.85	2.60	3.50	4.10
2	2.10	2.80	3.80	4.50
2¼	2.25	3.00	4.10	4.90
2½	2.45	3.15	4.25	5.30
3	2.70	3.65	4.70	6.10
3½	3.05	4.25	5.40	6.95
4	3.60	4.85	6.00	7.75

S. A. E. Thread, Steel—

Lgth. (in.)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.60	.75	.85	1.20	1.25
⅞	.65	.80	.90	1.20	1.30
1	.70	.80	.90	1.25	1.35
1¼	.75	.85	.95	1.30	1.45
1½	.80	.90	1.00	1.45	1.60
1¾	.85	.95	1.10	1.55	1.75
2	.90	1.10	1.20	1.65	1.90
2¼	1.05	1.20	1.25	1.80	2.00
2½	1.20	1.30	1.35	1.90	2.15
2¾	1.30	1.40	1.50	2.00	2.25
3	1.40	1.55	1.60	2.15	2.45
3½	1.60	1.75	1.90	2.50	2.75
4	1.75	2.00	2.15	2.80	3.10

Lgth. (ins.)	9-16-in.	⅝-in.	¾-in.
¾	2.15	....	....
⅞	2.15	....	....
1	2.15	....	....
1¼	2.15	....	....
1½	2.25	2.65	4.45
1¾	2.40	2.85	4.45
2	2.60	3.05	4.70
2¼	2.80	3.25	5.05
2½	3.05	3.50	5.35
2¾	3.25	3.80	5.60
3	3.45	3.95	5.95
3½	3.85	4.60	6.75
4	4.50	5.25	7.55

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth. (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.25	.30	.35	.40	.50
¾	.30	.35	.40	.45	.55
⅞	.30	.35	.40	.45	.55
1	.30	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.50	.65	.75
1¾	.45	.45	.55	.70	.85
2	.50	.55	.65	.80	.95
2¼	....	.65	.70	.90	1.05
2½	....	.70	.80	1.00	1.15
3	....	....	....	....	1.40
3½	....	....	....	....	1.65

Lgth. (ins.)	⅝-in.	¾-in.	⅞-in.	1-in.
⅞	.90	....	....	....
1	.90	....	....	....
1¼	1.00	1.70	2.40	....
1½	1.10	1.85	2.50	3.40
1¾	1.25	2.00	2.70	3.75
2	1.35	2.10	2.95	4.00
2¼	1.45	2.25	3.20	4.35
2½	1.65	2.40	3.40	4.65
3	1.85	2.65	3.90	5.25
3½	2.10	3.00	4.35	5.90
4	2.35	3.40	4.80	6.50

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	⅛-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.60	.60	.65	...	...	...	...
1	.60	.60	.65	...	...	...	...
2	.60	.65	.65	...	...	...	...
3	.65	.70	.70	.75	.85	1.05	1.15
4	.70	.75	.75	.80	.85	1.10	1.20
5	.75	.80	.85	.90	1.00	1.15	1.20
6	...	.85	.90	1.00	1.10	1.15	1.25
7	...	.95	1.00	1.10	1.25	1.35	1.50
8	...	1.05	1.15	1.30	1.40	1.55	1.70
9	...	...	...	1.50	1.60	1.75	1.95
10	...	...	...	1.70	1.85	2.05	2.20
11	...	...	...	1.85	2.10	2.35	2.55
12	...	...	...	...	2.35	2.60	2.85
13	...	...	...	...	...	...	3.20
14	...	...	...	...	...	...	3.55
15	...	...	...	...	...	...	3.90
16	...	...	...	...	...	...	4.65

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.65	...	...	...	...	...	...
7	1.70	2.25	2.80	3.65	...	...	...
8	2.00	2.30	2.90	3.70	...	...	...
9	2.25	2.55	2.95	3.75	...	6.60	...
10	2.45	3.00	3.30	3.80	4.95	6.65	...
11	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15	4.60	5.35	6.05	6.85	7.50	8.30	10.25
16	5.05	5.85	6.65	7.50	8.35	...	...
17	...	6.40	...	8.20	9.10	...	...
18	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—

Size.	⅛-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.40	.40	...	...	...	...	...
3	.40	.40	.40	.40	.40	.40	.45
4	.40	.40	.40	.40	.40	.40	.45
5	...	.40	.40	.40	.45	.45	.45
6	...	.40	.45	.45	.45	.50	.50
7	...	.45	.45	.45	.50	.55	.50
8	...	.45	.50	.50	.50	.55	.55
9	...	.50	.50	.50	.55	.60	.60
10	...	...	.55	.55	.60	.65	.65
11	...	...	.60	.60	.60	.65	.70
12	...	...	.65	.65	.65	.70	.75
13	...	...	...	.65	.70	.75	.85
14	...	...	...	.70	.80	.80	.90
15	...	...	...	...	.85	.90	1.05
16	...	...	...	...	.95	1.05	1.30
17	...	...	...	...	...	...	1.40
18	...	...	...	...	...	...	1.50
20	...	...	...	...	...	...	1.85

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.45	.50	...	...	...	...	...
4	.50	.55	...	...	...	...	...
5	.50	.60	.70	.75	.80	1.00	...
6	.55	.60	.70	.80	.85	1.05	1.55
7	.60	.65	.75	.80	.85	1.10	1.60
8	.60	.70	.80	.85	.90	1.15	1.60
9	.65	.70	.80	.85	.95	1.20	1.65
10	.70	.75	.85	.90	1.05	1.25	1.65
11	.75	.80	.90	.95	1.10	1.30	1.70
12	.80	.85	.95	1.05	1.15	1.35	1.75
13	.90	.95	1.05	1.15	1.25	1.40	1.80
14	1.00	1.05	1.15	1.30	1.40	1.55	1.85
15	1.10	1.20	1.35	1.45	1.65	1.75	2.00
16	1.30	1.50	1.55	1.65	1.85	1.90	2.20
17	1.45	1.70	1.85	1.95	2.00	2.20	2.55
18	1.75	2.00	2.10	2.20	2.40	2.45	2.90
20	2.10	2.25	2.35	2.55	2.80	3.05	3.40

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—

¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	Doz.	100	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1	.40	2.70	...	...	...	....	....	....	....	....
1¼	.40	2.70	...	....	....	....	....	....	....	....
1½	.40	2.70	.50	3.25	...	....	....	....	....	....
1¾	.45	2.95	.55	3.55	...	....	....	....	....	....
2	.45	2.95	.55	3.55	.75	4.95	....	....	....	....
2½	.50	3.20	.60	3.85	.80	5.35	1.20	7.80	....	....
3	.50	3.40	.65	4.15	.90	5.80	1.25	8.40	1.80	11.90
3½	.55	3.65	.70	4.50	.95	6.25	1.35	9.00	1.90	12.75
4	.60	3.90	.75	4.80	1.00	6.65	1.45	9.60	2.05	13.55
4½	.65	4.15	.75	5.10	1.05	7.10	1.55	10.20	2.15	14.40
5	.65	4.40	.80	5.45	1.15	7.50	1.65	10.80	2.30	15.25
5½	.70	4.60	.85	5.70	1.20	7.95	1.70	11.40	2.40	16.10
6	.75	4.85	.90	6.05	1.25	8.40	1.80	12.00	2.55	16.95
6½	...	....	.95	6.35	1.35	8.80	1.90	12.60	2.65	17.75
7	...	....	1.00	6.65	1.40	9.25	2.00	13.20	2.80	18.60
7½	...	....	1.05	7.00	1.45	9.70	2.05	13.80	2.90	19.45
8	...	....	1.10	7.30	1.50	10.10	2.15	14.40	3.05	20.30
9	...	....	....	....	1.65	11.00	2.35	15.60	3.30	22.00
10	...	....	....	....	1.75	11.85	2.55	16.80	3.55	23.65
12	...	....	....	....	....	....	2.90	19.20	4.05	27.00

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 180, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $3.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut; 13c full sheet.

Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 20c; 15c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.

Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.

Riveted Strap Back Black—Ames, $2.65 each.

Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.

Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.

Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.85; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—

No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50

Racer	6.75

Fire Fly—

No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—⅛ and ¼, 60c lb.; No. 1, 90-100, 60c; Wiping, 40-60, 50c; Wire, 50-50, 60c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Baseb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	3.00
12-inch	2.75
Baseball Bats, league	1.75
Baseball Masks,	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	8.00
Handballs	.35
Boxing Gloves, 8-oz.	18.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	13.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAYERS—Myers' Bucket Pump, 8 lbs., $13.75 each; 6 lbs., $9.00. Hand—Faultless, 75c each; Misty, 95c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.35.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $6.55; Barnes, 276, $9.50; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ½, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 25c each; 10-inch, 30c; 11-inch,, 40c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 50c.

SPRINKLERS, LAWN—

Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $3.00.

Pluvius—Revolving Brass Spon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.

Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.

Rose—3-inch perforated oblong plate spray, $1.00 each.

Ross—Perforated oblong plate spray, $1.00 each

Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.

Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $3.00, 8 feet, $3.50.

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 12½c. Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%
Thickness Gauges, 50% — End Meas. Rods, 50%
Gr. Flat Stock. 50% — Caliper Gauges, 50%
Handy Equiv. Table, 50% — Micrometer Cases, 50%
Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.

STONES—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.85; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143. 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $18.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $3.50 each; 20, $5.00; 22, $8.75; 122, $9.75; 418, $10.00; 518, $14.25; 818, $17.25; 918, $19.50; 1018, $5.75; 1318, $8.00; 1518, $15.00; 1618, $21.75; 1718, $24.75; 1818, $28.25.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissel's American Queen, $8.00; Club, $14.00; Elite, $8.75; Gold Medal, $7.00; Grand Rapids (Nic), $7.00; Grand Rapids (Jap), $6.75; Grand (Jap), $8.00; Parlor Queen, $8.25; Princess, $7.75; Prize, $7.00; Universal (Nic), $7.25; Universal (Jap), $6.50.

Vacuum—Superba, $13.50; Grand Rapids, $11.00; Household, $9.50. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 40c lb.; 4, 40c; 6, 40c; 8, 40c. Carpet—Cut, ¼-lb. papers—No. 4, 12¼c; 6, 12½c; 8, 12½c; 10, 10c; 12, 10c. Wire, ⅛ lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No 3, 40c lb.; 4, 40c; 6, 40c; 8, 40c; 10, 40c.

Gimp—⅛ lb., 2½, 10c box; 3, 10c; 4, 10c. ¼ lb., 6, 15c; 8, 15c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c. Cut, in bulk, No. 3, 45c lb.; 4, 40c; 6, 40c; 8, 40c; 10, 40c; 12, 40c.

Double Pointed—Blued, ⅛ lb. papers, No. 9, 10c box; 10, 10c; 11, 10c; 12, 10c. Blued in bulk, No. 9, 45c lb.; 10, 45c; 11, 45c; 12, 45c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin		Pocket	
No.	Each	148	.95
710	.85	145	1.10
713	1.25	165	.25
715	1.75	3143	.60
716	2.00	3175	.50
730	.90	**Steel**	
733	1.45	240	6.00
735	1.80	243	7.00
736	2.25	245	9.25
Linen		246	12.00
1030	1.40	260	6.25
1033	2.25	263	7.50
1035	2.90	265	9.75
1036	3.35	266	12.75
Metallic		550	5.50
500 L	4.00	553	7.00
503 L	6.00	555	9.25
505 L	7.50	556	12.00
506 L	9.00	**Surveyors'**	
		276 D	14.75
		5100	11.00

STEEL TAPES—

100	.55	203	.95
103	.80	205	1.35
200	.60	206	1.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.80	16x18	57.25	67.35
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.25	23.70	16x24	71.85	83.60
9½x12	23.85	27.85	16x30	86.95	101.80
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.80	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.85	17.90

Stockmen's Bed Sheets—Single Filling—

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.25
7x16	9.85	12.50	14.10

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.63	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—No. 28. Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $9.00; 38, $9.50; 31, $10.00; 32, $10.50; 48, $12.25; 107, $9.50; 122, $8.00.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.
Mole—Reddick, $1.35 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; **Delusion, 25c; Holdem, 65c; Cage, 25c.**

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.15; Holdem, large, $1.35.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, $1.25 lb. Budding, $1.25.
Flax—18 BB, $1.00 lb.; 24 BB, $1.00; 18 BC, $1.10; 24 BC, $1.10; 36 BC, $1.10.
30 Sacking, 70c; 40 Sacking, 70c; 38 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Globe and Angle Valves—		Standard Gate Valves—	
⅛	.75	⅛	1.95
¼	.75	¼	1.50
⅜	.80	⅜	1.50
½	1.05	½	1.70
¾	1.30	¾	2.15
1	1.90	1	2.95
1¼	2.65	1¼	3.90
1½	3.70	1½	5.25
2	5.55	2	7.65

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RETAIL SELLING PRICES—Continued.

TINWARE

Wash Boilers

8	10.75
9	10.25
28 A	4.25
29 A	4.50
128 B	4.50
129 B	4.75
229 B	4.75

Wash Bowls

07	.25
08	.30
7	.40
8	.50

Covered Buckets

11	.20
12	.30
13	.35
14	.45

Dinner Buckets

1	.85
2	1.00
3	1.15
04	1.25
30	.85
40	1.00
600	1.75
675	1.85

Milk Cans

1	.40
3	.70
4	.90
01	.40
03	.70
04	.90
12	2.50
14	3.00
500	4.00
503	5.75
505	6.00
510	9.00

Oil Cans

10	.30
31	.60

Pot Covers

6	.10
10	.15
12	.25
13	.30
14	.35
15	.50

Cups

09	.15
010	.15
23	.25
023	.15
211, 212	.10
214	.20

Cutters

All sizes	.15

Dippers

01	.25
2	.15
02	.30
03	.45
4	.25
9	.30
10	.35
32	.30
34	.35
35	.40
42	.50
203	.75

Forks

1, 2, 3, 4	.10
5, 6	.15
314	.25
318	.30
421	.10

Funnels

10, 15, 20	.10
25	.20
30	.25
35	.35
120	.25
125	.30
130	.35
220	.75
225	.85
230	1.25
235	1.50

Tea Kettles

01½	.55
02	.60
027	.55
029	.75
047	2.25
049	3.00
067	2.75
069	3.75

Preserving Kettles

160	.45
200	.65
240	.85
280	1.05
320	1.30

Moulds

2 Melon	1.65
4 Melon	2.25
08 Jelly	.15
15 Jelly	.35
61 Cake	.50
62 Cake	.65

Dairy Pails

10	.90
12	1.00
14	1.10
40	.35
60	.45
80	.50
100	.55
104	1.25
105	1.50
120	.65
124	1.50
125	1.65
140	.70
144	1.65
512	2.25
514	3.00

Bread Pans

01	.25
08	.30
15	.20
020	.20
110	.35
120	.45
130	.60

Cake Pans

5	.15
7	.35
15	.20
031	.15
032	.20
034	.30
041	.20
043	.30
72	.40
74	.55

Dish Pans IX Tin

10	.90
14	1.05
17	1.35
21	1.60

IXXX Tin

17	2.00
21	2.10
30	3.10

Milk Pans

200	.10
202	.15
204	.20
206	.25
2100	.35
2120	.40
300	.15
301	.20
302	.30
304	.40
306	.50
3100	.65
3120	.85
504	.40
506	.50
510	.75

Muffin Pans

6	.35
8	.45
9	.55

Pie Pans

6	.10
7	.10
10	.15
75	.25

Sauce Pans

012	.40
016	.50
020	.60
024	.85
028	1.05

Coffee Pots

1	.40
2	.45
4	.65
6	1.00

Tea Pots

240	.35
242	.50

Flour Sieves

2	.30
316	.30
318	.35

Flour Sifters

1	.40
4	.50
5	.30
10	.30

Skimmers

10	.25
45	.10

Strainers

2	.15
3	.20
10	.40
20	.50
33	.75
110	.45
112, 121	.60
123	.65

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	2.00
120— 9x20	2.25
122—10x22	2.50
124—11x24	3.00
126—12x26	3.50
128—13x28	4.00
130—14x30	4.50
132—15x32	5.00

Samson

326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagners—

No. 18	10.00
No. 20	11.50
No. 24	13.00

Coaster—Star—

No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ½ to 2, 13c lb.; Angle, 14c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 38c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 38c.

WAX—Floor 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 20c; Cedar-Atha, 22c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Brick—No. 10 B, $15.25 each; 20, $15.00..
Garden—No. 2, 4½ cu. ft. capacity, $10.50 each; No. 3, 5½ cu. ft., $11.75; No. 21 (Toledo Clipper), $6.25.
Railroad—No 15, $6.00 each; No. 17, $6.50; No. 19, $10.00.
Steel Tray and Frame—No. AX, $14.50 each; 4, $16.00; 5, $18.00; 10, $23.75.

WICKS—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Galv.	Baling.
8 gauge	6.60	....	....
4	6.60	7.80	....
6-8-9	6.50	7.20	....
10	6.50	7.25	....
11	6.60	7.30	....
12	6.60	7.35	....
13	6.75	7.45	....
14	....	7.55	7.00
15	....	8.00	7.10
16	....	8.10	7.20
17	....	....	7.50
18	....	9.00	....

Barbed Fence—Glidden Pat., $6.65; Glidden Galv., $7.00; Baker Pat., $7.15; Baker Galv., $8.25; Waukeganito Galv., $9.00.

	Hog.	Cattle.
Am. Special Galv., 80-rod spools, each	4.70	4.55
Glidden, 80-rod spools, each	6.50	6.40

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, $1.10 each.
Bowls, Chopping—11-inch, 50c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling—65c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 30c each.

WRINGERS—Mop—Vanco 78, $4.50; 88, $4.00; 89, $5.00. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.50; 0, $8.00; 8, $5.25.

	Agr.	Coes.	Crescent.	Stillson Trimo.	Barcalo N.	Barcalo Semi-fin.
6-inch	1.00	1.65	1.25	1.65	1.35	1.25
8-inch	1.15	2.00	1.25	1.85	1.40	1.25
10-inch	1.35	2.50	1.50	2.10	1.75	1.50
12-inch	1.75	3.60	2.00	....	2.65	2.00
15-inch	2.15	4.15	2.75	....	4.00	2.75
18-inch	....	5.50	4.00	....	....	4.00
21-inch	....	6.75	6.00	4.10	....	6.00

ZINC—Full sheets, 30c lb.; less than sheets, 35c. lb.

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SCAIFE "Copper-Brazed" TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

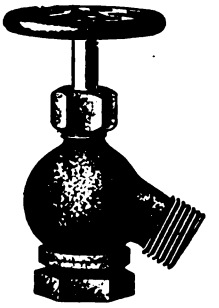
Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



Nye the Die Man

Why the Plumber Beat His Wife

An Omaha plumber was arrested not long ago for beating his wife. As plumbers do not beat their wives, the case attracted wide attention.

There was great indignation. Some people thought the plumber ought to be hanged.

Some people thought he ought to get worse than that—that he ought to be made to locate a leak under a concrete floor.

But in Omaha there is

A Wise and Upright Judge

When they brought the plumber before him they asked him if he wanted to see the plumber's record.

The judge said, "No, I want to see his shop." So down to the shop he went.

And the judge found, first thing, that the plumber's boss had given him a cheap, old-fashioned die to thread pipe with.

It pulled hard and worked poor and made a rotten thread.

The judge said, "Give this man a Nye Die!"

So they did. And the plumber and his wife live happy ever after.

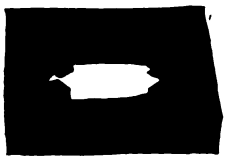
If you use Nye Dies you have no excuse for beating your wife.

HARRY G. NYE.



Nye Armstrong Die

The Nye Tool & Machine Works
108-128 No. Jefferson St.
Chicago, Ill.



Nye Solid Die

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Business Opportunities

WANTED

Experienced general hardware road Salesman. Age about 30. State experience and record. Drawing account and bonus. Eastern Washington. Splendid opportunity for right man. Address XYZ, care HARDWARE WORLD.

FOR SALE

A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to-date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.

In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.

Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.

WANTED

Hardware or Plumbing Supply Salesman to sell for Manufacturers to Jobbers. An excellent opportunity for a live man who knows the game. State experience and salary desired. All communications confidential. Address Box 755, care of HARDWARE WORLD.

FOR SALE

Hardware, Furniture and Implement business in one of the best irrigated sections of the Sacramento valley. Stock will invoice between $35,000 and $40,000. A good business with a big future. Sales for the first six months of 1920, $50,000. Buildings for sale or lease. Address C. & H., care HARDWARE WORLD.

FOR SALE

Thriving Hardware and Furniture business in Rocky Ford, Colorado, one of the best towns of its size in the country, located in a prosperous irrigated section. Business in flourishing condition and increasing each year. Stock clean and bought at right prices. Business is clearing big money over and above salaries of proprietors. Low rent. Stock and fixtures will inventory about $17,000. No bonus asked. Proprietor wishes to retire. Anyone interested write for further particulars. Address Butterfields, Rocky Ford, Colorado.

WANTED

Manager for Retail Lumber and Hardware Business. Applicant must be experienced in selling hardware, stoves, etc., at retail, and must be familiar with the office and buying end of the business. Town located 7 miles southeast of St. Louis. Electric and Steam Railway connections with this city. Address D. L. H. Co., care HARDWARE WORLD, 1220 Boatmans Bank Bldg., St. Louis, Missouri.

FOR SALE

At a bargain—1 No. 51 Round Oak Base Burner; 1 No. 172 Columbian Art Base Burner. A-1 condition. Address Roanoke Hdwe. Co., Roanoke, Ill.

FOR SALE

Completely equipped tin shop in live central Washington town. Fine location and good business possibilities. $400.00 will handle this deal, balance as you make it. A chance for a live man. Address W. W. H., care HARDWARE WORLD.

FOR SALE

Old established hardware business in city of 60,000. 50 miles from San Francisco. Stock all clean and up-to-date. Stock and fixtures $20,000. Doing good business. Sickness reason for selling. Will bear close investigation. Address P. H. C., care HARDWARE WORLD.

WANTED

First-class Window Trimmer; one capable of Store Arrangement and also understanding hardware and sporting goods stock. Address O. H. care HARDWARE WORLD for application blank.

TRADE RHYMES $1.00

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

FOR SALE

Hardware Store, clean up-to-date stock hardware and household utensils. One of the best locations in San Francisco. Excellent lease, cheap rent. Ten to twenty thousand will handle. Address T. K., care HARDWARE WORLD.

YOUNG MAN FOR COLORADO

Will sell quarter interest in an active retail business in Colorado to young man who wishes to locate and be active in the trade. Might take charge of bookkeeping department or any other that he wishes. Sales will reach $75,000 this year. Box 25, care HARDWARE WORLD.

FOR SALE

Hardware business in the Walla Walla Valley for sale—no competition. New stock and new brick building with ten year lease. Building 70x80, with dandy basement. Stock and fixtures approximately $50,000; sales this year, $165,000. Principal lines carried: Hardware, Farm Implements, Auto Accessories, Harness, Furniture. Write H. S. Fender & Son, Prescott, Washington.

STOVE SALESMAN

For States of Arkansas, Oklahoma, Louisiana and Texas to sell high grade Porcelain Enameled Coal Ranges. New Company. We want only men who can produce. Address R, care HARDWARE WORLD.

FOR SALE

Hardware Store located in the best business town in the Southwest. For particulars write Gallup Tin & Hardware Company. Gallup, New Mexico.

SYSTEMATIZE YOUR STOCK BINS

Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.

I CAN GIVE YOU GOOD REPRESENTATION

On the Pacific Coast if you manufacture household appliances or utilities. If you want to increase your sales and extend your trade through live representatives—write me. Address A. G., care HARDWARE WORLD.

FOR SALE

A complete line of hardware, building material, plumbing goods, lumber, etc. The same will invoice about $25,000. Located in a thriving and growing community of about 10,000 people and doing a business of about $80,000 per year. Located fifty miles from railroad—therefore able to make good profits. Reason for selling is, owner wishes to retire from business. Terms: one half down, balance on time to suit purchaser. Address L. A. H. Co., care HARDWARE WORLD.

SALESMEN WANTED

Chicago manufacturer of a well known staple plumbing fixture wants to engage several men who call on jobbers in the Central, Southern and Western States, to handle our product as a side line. Liberal commission. Must have a wide acquaintance among your jobbers. Exclusive territory assigned to each man. Write us fully of your capabilities. All letters treated confidential. Address Box 3617, care HARDWARE WORLD.

SITUATION WANTED

Married man now holding good position has excellent reasons for making change. Can figure discounts, costs and overheads. Is a first class salesman and stock-keeper and good on system. Have held position as assistant to manager of a $90,000 hardware stock and know the paint game at all angles. Wishes to connect with a live wire hardware or paint concern. Address S. P. V., care HARDWARE WORLD.

AN EX-WIDOW

An old colored mammy came in for her monthly allowance from the estate of her former master. As she could not write, she made her mark. Previously she had always made an X, but on this occasion she made a circle.

"Why, Linda," said the man in charge, "why don't you make an X as usual?"

And Linda replied earnestly: "Why, I done went and got married yesterday and changed my name."

To save yourself, you must convert into cash any slow-moving items and surplus stock.

NON-UNION

The eyes of a passing laborer were caught by the following sign on a book store window: "Dickens' works all this week for only $40.00."

"The devil he does," exclaimed he, in disgust. "The dirty scab."

It is better to pay the price for what you need when you need it than to place future shipment orders unless it is necessary to get delivery.

"Life is a gamble." Yes, but at least you play your own cards.

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A·G·M·CO.
VIKO
ALUMINUM

No Gaps in the Viko Line

Because of its durability, light weight, and heat conductivity, aluminum is a superior metal for the making of cooking utensils.

These three qualities insure long wear, economy, ease in handling, and fuel saving. These are the qualities that account for the rapid ascendance of aluminum wares.

VIKO, The Popular Aluminum, is an exceptionally rapid seller. Not only is it attractive in design and of excellent construction, but it has a special appeal in its popular price. There are no gaps in the Viko line. It contains every wanted kitchen utensil. If you are not handling Viko—

Ask Your Jobber

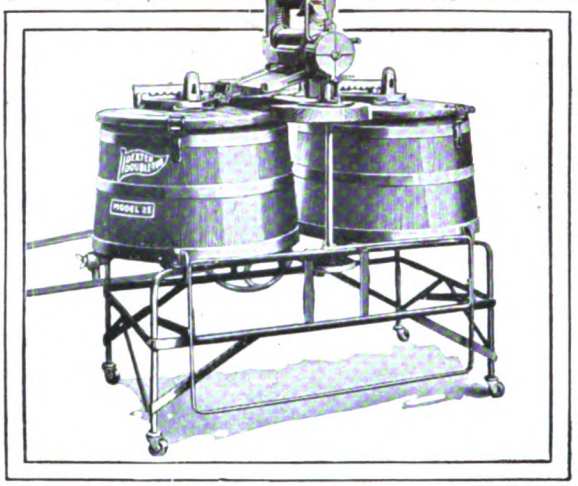
Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

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Who Buys Dexter Washers ?—No. 1







The Farm Woman

THE farm woman is a keen judge of values. With a hundred other details requiring attention, the chance of "cutting washing time in two" strongly appeals to her. She is quick to appreciate the time and labor economy of the Dexter Double Tub—a complete washing unit which requires no stationary tubs or other special equipment. She has the crop money, too—she is one of your finest prospects for this popular, money-making Dexter model.

The Dexter Double Tub

has complete washing gearing in both tubs —the equivalent of two washers in the space of one. But you can sell it for less than some single tub models.

It washes, rinses and wrings by power—all at the same time if desired.

Its sturdy wood tub and steel frame construction make it almost indestructible. It embodies only the finest of materials and workmanship.

Equipped for belt or electric power; equally practical for farm or city use—for large or small families.

The Dexter Line

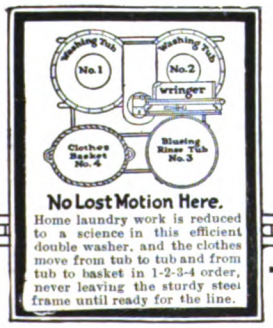
is complete. A large variety of models—electric, belt or hand power—enable you to meet every washer requirement. You need not carry various makes of washers or bother yourself with complicated matters of ordering, shipping and billing.

There is a comfortable margin of profit in Dexter washers that justifies concentrated sales effort — and you turn your money more often by having one complete line than various single numbers.

All Dexter washers can be furnished with 32-volt motor for use with farm lighting plants.

Our sales plan helps you interest your farm prospects in Dexter Washers and brings them in to see your demonstration. We have a special series of mailings for "The Farm Woman," "The Practical Housewife Who Does Her Own Washing," "Mothers Who Must Wash Frequently for Little Folks," and "Men Who Weigh Values."

Let us tell you how we are handling these special lists to make money for our dealers—also outline our attractive exclusive agency proposition.



No Lost Motion Here.

Home laundry work is reduced to a science in this efficient double washer, and the clothes move from tub to tub and from tub to basket in 1-2-3-4 order, never leaving the sturdy steel frame until ready for the line.

The new Dexter Catalog, fully illustrated and conveniently arranged for the use of Dexter dealers, is just off the press. You'll want it for reference, whether you sell Dexter washers at present or not. Shall we send you a copy?

DEXTER

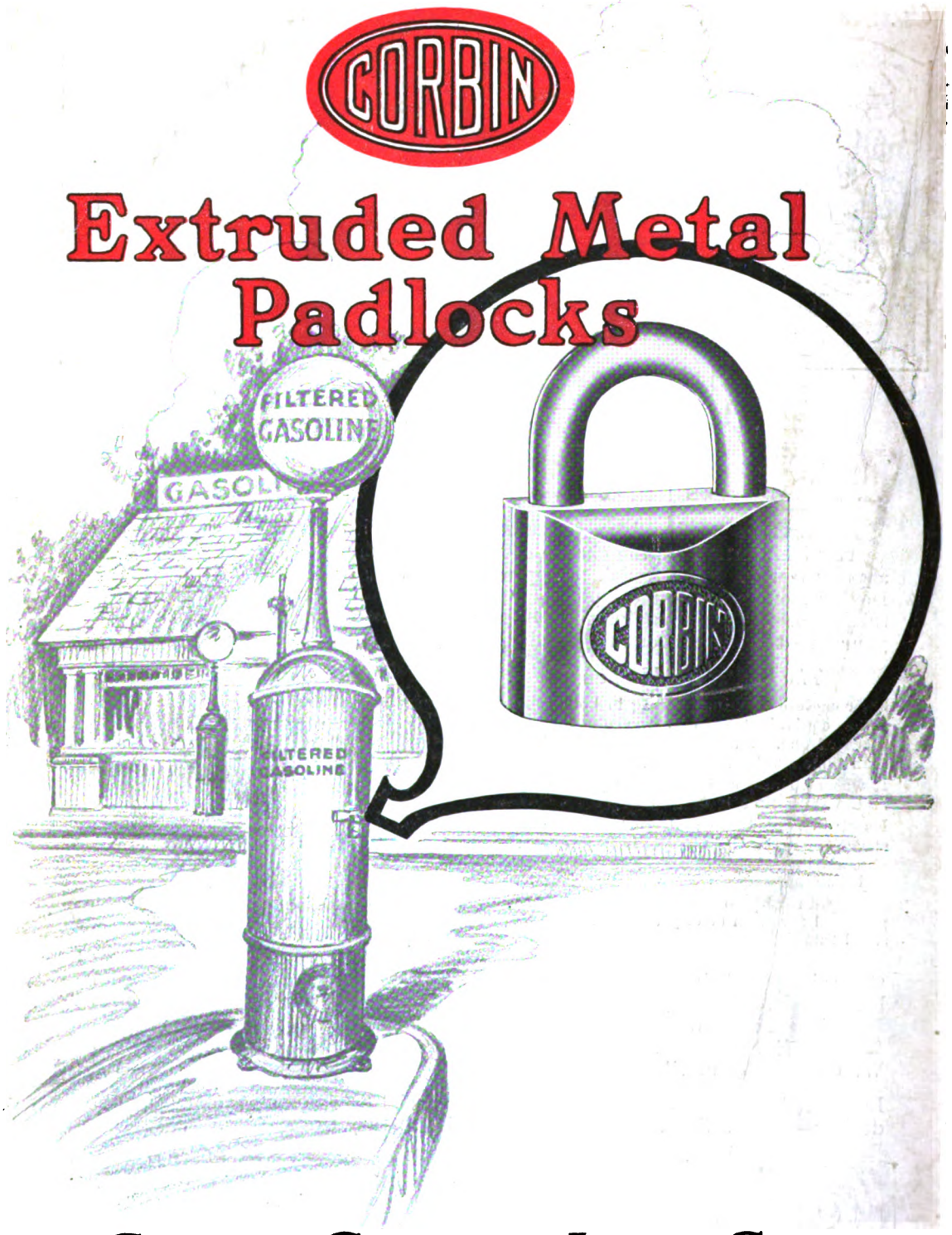
THE DEXTER COMPANY ~ Fairfield, Iowa.

Warehouses at Columbus, Albany, Peoria and Nashville.

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CORBIN

Extruded Metal Padlocks



CORBIN CABINET LOCK CO.

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK CHICAGO PHILADELPHIA

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Fe 9 '21 S

Hardware
PLUMBING AND HEATING
World
FEBRUARY 1921

¶ For 14 years STERLINGS have been acknowledged to be among the highest quality tires made. Their virtues are numerous, but we believe the greatest one is an absolutely impregnable bead and side-wall construction.

¶ Experience has taught us and practically all other manufacturers that the bead and side-wall construction is likely to be the weakest point in any tire.

¶ So we have specialized on it and we honestly believe (in which we are corroborated by exhaustive tests) that there is not a base construction which compares in strength with that in Sterling Tires.

¶ Cords only, above 31 x 4; the Ford fabrics are as large as the average cord in their sizes—and every bit as serviceable. Air-bag expansion process cured, and with 5 plies of standard fabric instead of the usual 4.

¶ If you'll let us send you a section and the price list, we're satisfied that you will do the rest.

STERLING TIRE CORPORATION
Established 1908
Rutherford, New Jersey

Sterling
Tires

TRADE MARK

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WHITLOCK Guaranteed CORDAGE

THE EASY-SELLING DAYS ARE PAST. BUYERS OF ROPE, LIKE MOST PEOPLE EVERYWHERE, ARE ENGAGED IN AN EARNEST SEARCH FOR THE DEALER WHO WILL GIVE THEM HIGHEST VALUE FOR REASONABLE PRICE. YOU CAN SUPPLY THEIR MOST EXACTING DEMANDS IF YOU OFFER WHITLOCK CORDAGE.

The Rope that Endures
WHITLOCK
ALL-MANILA

Let us tell you rope facts you should know.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Factory and Warehouses: Jersey City, N. J.

Western Distributors
- The Salt Lake Hardware Co., Salt Lake City, Utah.
- Townley Metal & Hardware Co., Kansas City, Mo.
- The Hendrie & Bolthoff Mfg. & Supply Co., Denver, Colo.
- Hackett, Gates, Hurty Co., St. Paul, Minn.

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DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

ANNOUNCEMENT

Our Old Policy Now Developed in Greater Detail to Make Selling Easier for You

SOMETIMES when a man comes into your store and asks for a saw—"any old kind" —or "just a cheap one"—your new clerk may take that statement literally. But you know that any man who wants a saw ought to buy a good saw. And you know that if you sell him a Disston you are making a friend for your store because you have sold him real satisfaction. Later, when he wants some other tools, he is coming back to you. That's human nature. For you, that's "sales insurance."

We have done a lot of advertising in the last few years in big-circulation papers like the Saturday Evening Post and the Farm Journal. This has stamped the name DISSTON into the minds of your customers as guaranteeing reliability and satisfaction. The plans for our 1921 advertising are now completed — broader, more interesting, more helpful than ever before.

The only change besides expansion is one that writes "sales insurance" for you. We shall show the complete Disston line in all 1921 advertising. Of course, we have always advertised other things besides saws, but this year more than ever before we will make it possible for you to cash in on Disston Saw supremacy, right down through the long line of Disston quality tools.

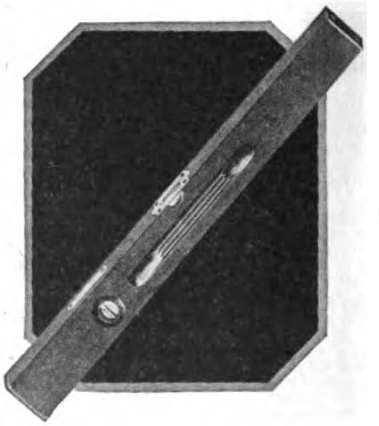
No article bearing the brand DISSTON can be anything but a quality product. We know that Disston goods build friendship. We guarantee them to give satisfaction.

So then, we believe it will pay you well to watch our campaign. We only want the opportunity to help you profit by it.

Competition

ONE way to fight out-of-town competition is to do a little direct-by-mail work your self.

Have you any mailing lists—for instance, a list of the parents of boys taking manual training courses? About the middle of April, why not suggest to these parents that if the back fence must be repaired or new window screens made, you have a complete line of Disston Saws, Screwdrivers, Levels, etc., with which the boy, making use of his school training, can do the work. Suggest all your goods that can be used on jobs of this kind. The letter or folder can be made a very efficient salesman for you. If you have no mailing lists, write us for information on how to compile and use them. We will be glad to help.



On the Level

DISSTON Levels are different. They have the easiest and most positive adjustment. The removal of two small screws gives immediate access to the working parts.

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February, 1921

Loosen the lock screw, true up the bubble by turning the adjusting screw, then tighten the lock screw — the job is done. This is a most simple arrangement to offset possible variations. The adjustment is solid when set and there are no springs to allow annoying inaccuracy. Moreover, this adjustment cannot rust fast, because the screws work directly into the wood.

If you have not thought of these things before, take a Disston Level from your stock and check up our statements.

"A man without a smiling face must not open a shop."—Chinese Proverb.

Meet Mr. Jordan

MAY we introduce some real friends—Mr. Frank Jordan and his Disston Saw? The following quotation is part of a letter from Mr. Jordan to the House of Disston:



"This saw and I are comrades of forty-three years' standing. My feeling toward it is one of real affection. I have given it the best care possible in the matter of filing, setting, and general usage. In return it has made me hundreds of perfect 'joints.'

"There may be other saws, but the Disston Saw suits me perfectly, so why experiment with others? I like it for its excellent temper of tooth, spring and elasticity of blade, for its perfect 'hang.' For its roomy, comfortable handle, suitable for a large or small hand, with the grip just right; lastly, for its smooth-cutting, easy-running qualities. At seventy-two years, and the saw is forty-three, it looks like an endurance test between us, with the odds in favor of the saw. If we live to celebrate our golden wedding, I will retire and acknowledge that the Disston Saw is a winner.

—Frank Jordan."

Two Profit Pages

ON these two pages, every month, you will find "Disston Profit Plans." Some sales-building Disston advertising is to appear and we want a regular place in which to tell you about it. Then, too, perhaps we can help solve many of your store problems. We shall be very glad to answer questions, to give you the benefit of our experience. Any questions that come to us will be answered by men who know the hardware game from both sides of the counter.

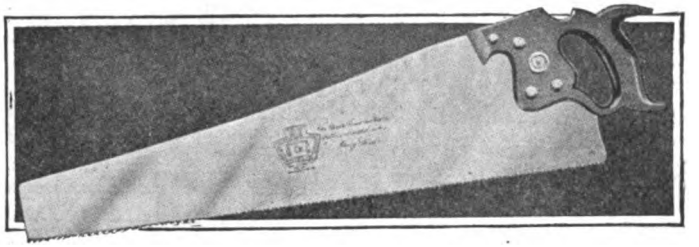
We will not try to tell you what is the best food for gold fish, but we will suggest to you a new window display, or plans for a saw-sharpening demonstration.

On the other hand, when you discover something good, let us have it, so we can print it here and thus help the other fellow.

Let's get together here on these two pages regularly—every month — HARDWARE WORLD. "Disston Profit Plans" are your profit pages.

HENRY DISSTON & SONS, INC.
Philadelphia, U. S. A.

DISSTON
PROFIT PLANS



The Disston Hand Saw has an easy, comfortable grip; it cuts readily, smoothly, accurately; it requires little thrust pressure; it holds its cutting edge.

In Addition to

The Saw Most Carpenters Use

Disston Makes

Back Saws
Band Saws for Wood and Metal
Bevels
Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Gauges—Carpenters' Marking, etc.
Grooving Saws
Hack Saw Blades
Hack Saw Frames
Hand Saws, Cross-cut, Rip, and Panel
Hedge, Grass and Border Shears
Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives — Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels
Milling Saws for Metal
Mitre-Box Saws
Mitre Rods
One-man Cross-cut Saws
Plumber's Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides.
Saw Gummers
Saw-sets
Saw Screws
Screwdrivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels — Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

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Hardware World

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Volume XVI FEBRUARY :: 1921 Number 2

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman, Editor and Manager.

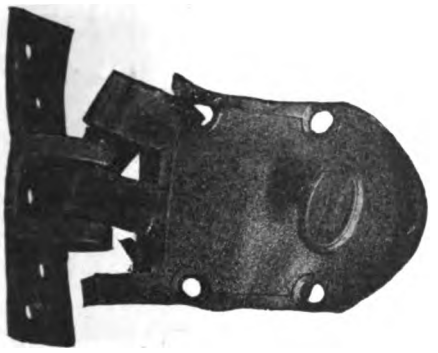
*Raymond L. Shearman, Associate Editor.

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388 Taylor St Portland, Ore. 421 First Nat. Bank Bldg. Chicago Phelan Bldg. San Francisco 70 Fifth Ave. New York 507 Pioneer Bldg. Seattle, Wash. 1302 Young St. Dallas, Texas 304 Scott Bldg. Salt Lake, Utah

Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. 624 Higgins Bldg. Los Angeles 220 Pacific Bldg. Vancouver, B. C., Can.

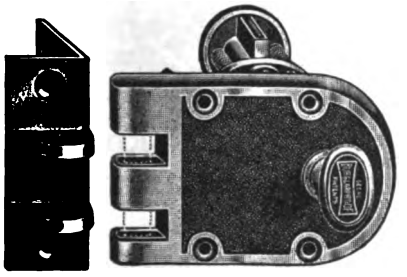
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No. 667

Still Holding

The above cut was made from an actual photograph of a Segal Lock taken from a reverse bevel door at 99 Madison Ave., New York City, December 16, 1918. Note the lock is still holding, after vain, long efforts to break in.



No. 666

Cuts an Accurate Key in Less Than a Minute

The Segal Rectifying Key Cutter No. 800 makes key-cutting profitable because it will cut a duplicate key accurately in less than a minute.

Absolute accuracy is guaranteed because this Key Cutter cuts keys from the groove, the same way key-manufacturers do.

Our machine cuts flat steel keys as well as all makes cylinder or grooved keys.

Booklet on request

Segal Lock and Hardware Co.

155-161 Leonard St., New York, N. Y.

Makers of Jimmyproof Locks

Protect Your Good Will

WITH

The Segal Jimmyproof Lock

If the Segal Lock was not burglar-proof would every Burglary Insurance Company in the United States recommend it?

Without a single exception they all do.

With such an unparalleled endorsement and with the newspapers recording burglaries every day, it behooves every Hardware dealer to protect his own store and sell Segal Burglar-Proof Lock protection to customers.

Right now when everybody is talking about robberies is the time to act.

Every storekeeper, every home, every garage owner, every club house, every man with a well stocked cellar, loft or barn is a possible customer for the

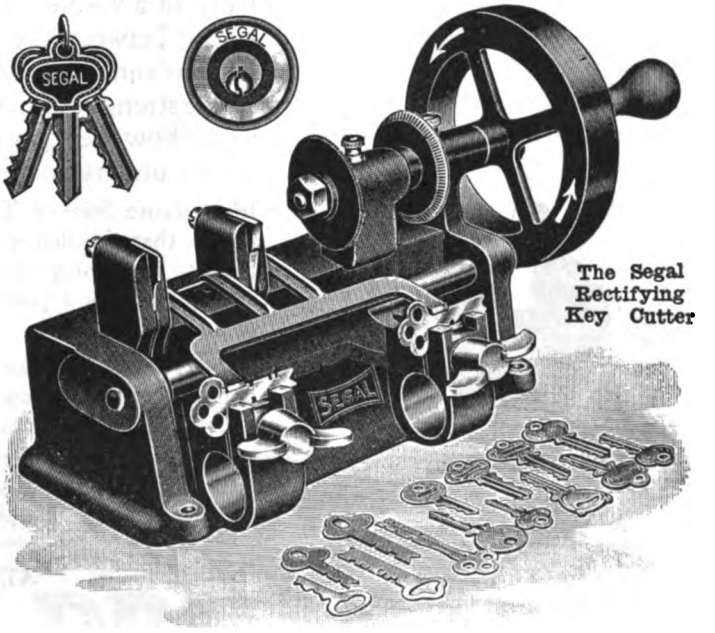
SEGAL JIMMYPROOF LOCK

The reason the Segal Lock is burglar-proof is because it cannot be pried—it interlocks the door and jam together by an Interlocking Vertical Bolt which goes through the keeper.

And it is a big, wide seller because adaptable to practically all kinds of doors—swinging, sliding, double and reverse bevel doors.

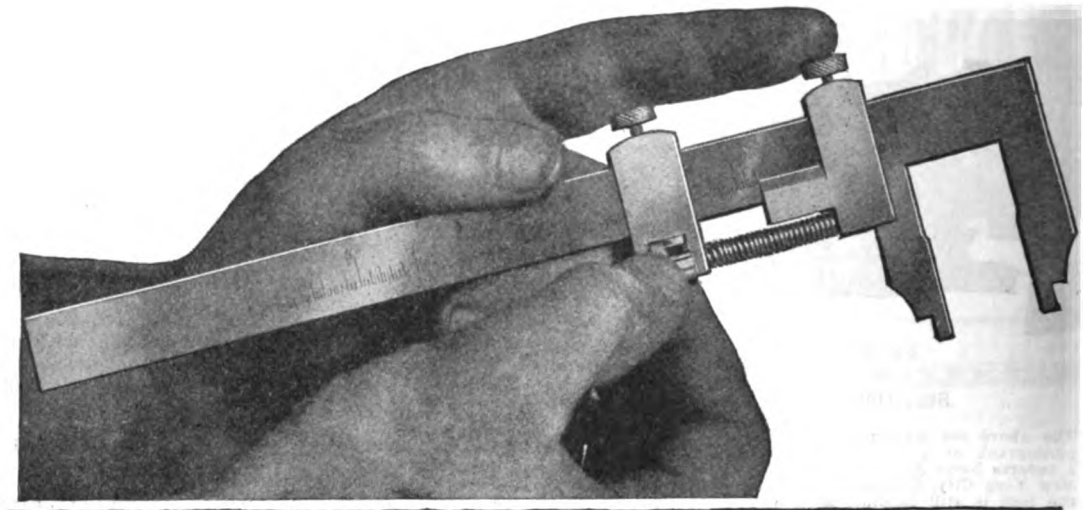
We supply dealers with a Demonstrating Model for counter use. This model shows just how the Segal operates and makes sale after sale.

If your Jobber cannot supply you, write us.



The Segal Rectifying Key Cutter

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Sell Starrett Tools

Their working points *are the best talking points of Starrett Tools.*



Dealers who sell Starrett Tools know that the tools themselves are the best arguments they can use.

Take, for instance, the Starrett Micrometer Caliper Square. Show a machinist how it does the work of a whole set of "mikes." How the spiral spring between the jaw and clasp takes up the backlash and limits the pressure against the work to the strength of the spring. He'll soon be thinking of how the square will fit his work. Accuracy? That's understood—for it's a Starrett Tool.

It's because Starrett Tools *are* sold on their working points that the demand for them is steadily growing. Starrett advertising—in over fifty papers, reaching two and a half million possible buyers—directs this demand to Starrett dealers.

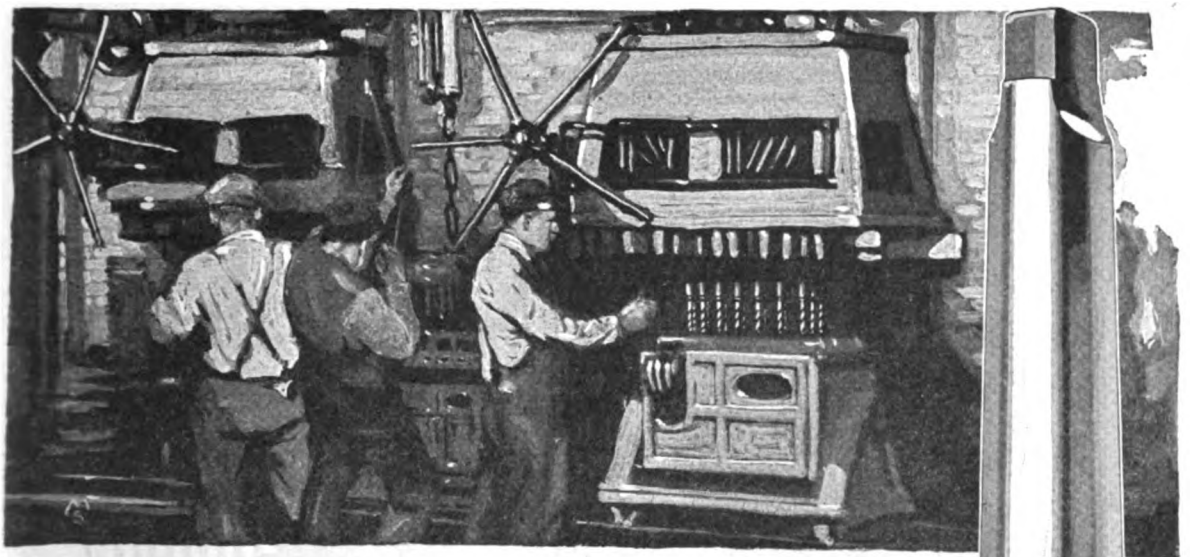
"The Tools Mechanics Buy" tells about the working points of other Starrett Tools. Write for free copies for yourself and your clerks.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled 42-94

ATHOL, MASS.

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Where Reliability Rests On Hair-line Accuracy

Hurtling through heavy seas, the power boat subjects its motors to brutal strains and sudden stresses. Gliding sweetly along, it calls forth the utmost from them. They must rarely falter—never fail, for only minor adjustments can be carried out at sea.

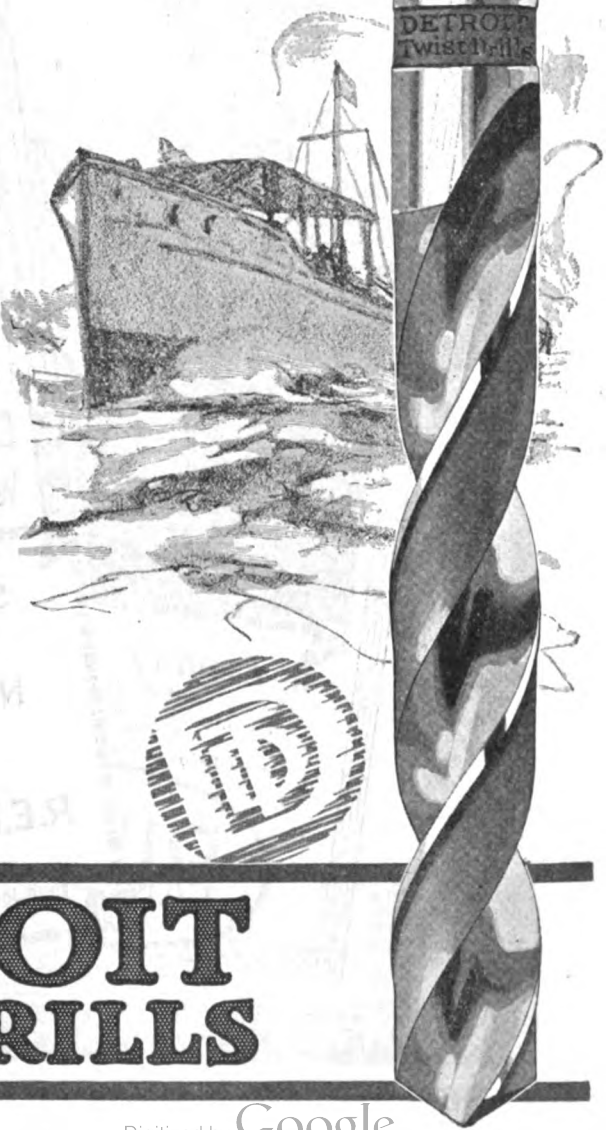
The reliability of the standard marine motors rests largely in their simplicity and in the accurate craftsmanship that mark their construction.

In building many of these motors, Detroit Twist Drills are widely employed because of their flawless accuracy and their unmatched wearing qualities—because they have repeatedly demonstrated that they give more accurate holes with less re-grinding and less cost for power.

When Ordering, Specify Detroit Twist Drills

Detroit Twist Drill Company, Detroit, Mich.

New York Sales Office: 45 Warren St.



DETROIT TWIST DRILLS

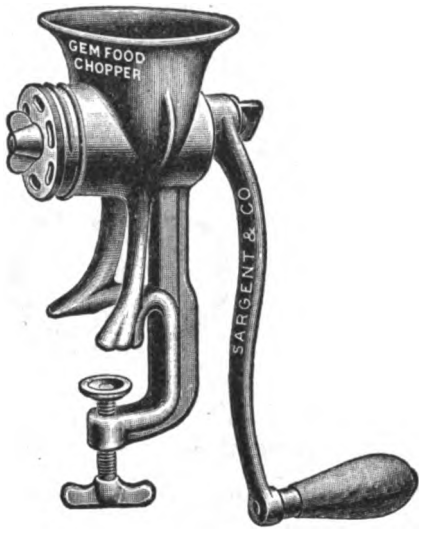
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Display Sargent Gem Food Choppers and increase this profitable business

SARGENT Gem Food Choppers are steady, year 'round profit-makers. Every home has a genuine need for one of these useful articles and folks will be glad to buy a chopper with the Sargent name and reputation behind it.



Gem Choppers are self cleaning and self sharpening, with reversible steel cutters. They are easy to take apart, easy to clean, easy to adjust and there are few parts to get out of order. All parts interchangeable.

Each chopper is packed with five cutters to pulverize, cut fine, medium or coarse and to make nut butter. Made in family, medium and large sizes. All models nicely tinned. Nickel plated stuffer attachments can be furnished separately.

Sargent & Company

New Haven, Conn.

New York **Chicago**

SARGENT

LOCKS AND HARDWARE

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The Engineers Pride

TRADE-MARK KEY MODEL REG U.S. PAT. OFF.



Engineers take pride in having a clean engine room —they hate to see valves and unions with corners scarred and battered.

They know the damage that "makeshift" tools do to costly material—they also know that the

"COES"

TRADE MARK REGISTERED U. S. PATENT OFFICE

Key-Model Wrench will handle large soft metal valve bonnets and unions **without leaving a mark.**

Pound for pound, the COES Key-Model will replace from four to five times its weight of open end spanners and box wrenches—and beat any or all of them for SERVICE.

The COES is built for heavy work. It is made of steel forgings throughout, well balanced and carefully finished. It has a wider range of application than any other engine or boiler room tool.

Size 28-inch, 36-inch and 48-inch. The 72-inch size is furnished on special orders.

You and your salesmen can recommend it as the logical tool for the large machine shop or engine room.

Your Jobber will supply you

COES WRENCH CO.

Established 1841 in

WORCESTER, MASS.

J. C. McCARTY & CO. - - 29 Murray Street, New York
JOHN H. GRAHAM & CO. - 113 Chambers Street, New York

Pacific Coast Agents
JOHN H. GRAHAM & CO., 268 Market St., San Francisco

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ATKINS

SILVER STEEL SAWS

The Finest on Earth

WHEN YOU sell Atkins Saws and Tools to Carpenters and Tool Users you are paving the way for future prosperous business. They beget good will and retain it.

If you are contemplating the purchase of Saws and Tools, and have not sold Atkins in the past, it will pay you to start right.





YOU ARE invited to write us for our free advice and plans to boost the sales of Atkins Saws and Tools.

Stock Atkins, and cash in on our huge advertising investment. We have a message for you. Ask for it. We can make hundreds of new customers for you.

E. C. ATKINS & CO., Inc.

"The Silver Steel Saw People" Est. 1857

Home Office and Factory, Indianapolis, Indiana

Canadian Factory, Hamilton, Ont.

Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	Portland, Ore.
Chicago	San Francisco
Memphis	Seattle
Minneapolis	Vancouver, B. C.
New Orleans	Paris, France
New York City	Sydney, N. S. W.

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The Anti-Friction Butt

THIS month several million magazine readers will again have their attention called to McKinney Hinges. This time the Anti-Friction Butt is brought into prominence. The hinge prospect—remember everyone uses hinges—is told how these butts were designed particularly for heavy work—where doors are active. The hinge is explained, pictured and its work illustrated.

Every day on millions of doors, in thousands of public buildings and homes McKinney Anti-Friction Butts prove their worth by work effectively done in hushed silence. On millions of other doors the name McKinney is not marked on the hinges used. These doors and others being planned represent your market. Take advantage of McKinney Advertising.

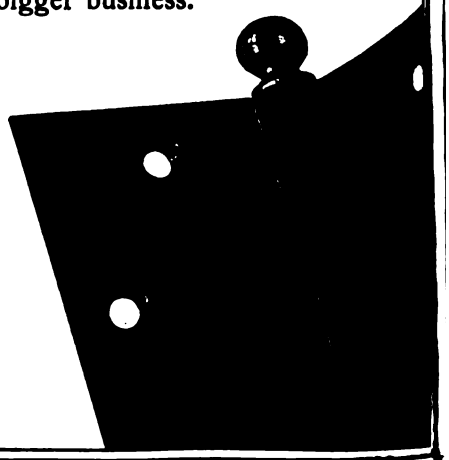
The McKinney Manufacturing Company is ready to help you. A big advertising campaign in the national magazines is now in full sway. We are equipped to furnish you with general hardware advertisements in electro form for your local newspapers. In these your name can be prominently displayed. We will also send you colored display cards for your window and proofs of the magazine advertisements for display or monthly mailing lists.

Establish your store as McKinney Headquarters. Let all your customers know you carry McKinney products. A proper display in your window will tell the story and increase hinge sales. Last year the dealers who used McKinney advertising helps sold the most hinges. Help us increase hinge interest—help yourself to bigger business.

McKINNEY MANUFACTURING CO., Pittsburgh
Western Office, State-Lake Bldg., Chicago. **Export Representation**

McKINNEY
Hinges and Butts

Also manufacturers of McKinney garage and farm building door hardware, furniture hardware and McKinney One-Man Trucks



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REMINGTON
UMC

Announcing

Two New *Remington* Models

TRADE MARK



Model 17 Twenty-Gauge Repeating Shotgun



Model 30 Bolt Action Sporting Rifle, Caliber .30 '06 Springfield

MODEL 17—Your customers who are small gauge enthusiastis will appreciate the merits of the new Remington 20-gauge pump gun. It handles the full 2¾-inch shell, ensuring maximum power. Ejection and loading are from the bottom as in the widely known Remington 12-gauge pump, which it strongly resembles in graceful lines, perfect balance and easy handling qualities. The action is exceedingly smooth in operation. Hammerless—solid breech—take-down.

MODEL 30—A rifle brought out for the big game hunters who like the bolt action type. Takes the .30 '06 Springfield cartridge. Fitted with peep sight on bridge of receiver, instantly adjustable to 550 yards, and Kerr sling strap. For this arm a special bronze pointed expanding bullet is being placed on the market. Model 30 possesses all the merits of Remington craftsmanship and experience in gun manufacture.

Write us for descriptive folders on Models 17 and 30 and ask your jobber for prices

Remington Arms Company, Inc.
Woolworth Building, New York City

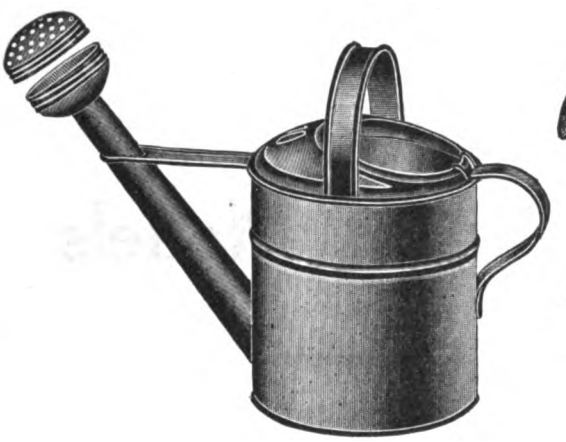
Successor to
The Remington Arms Union Metallic Cartridge Co., Inc.

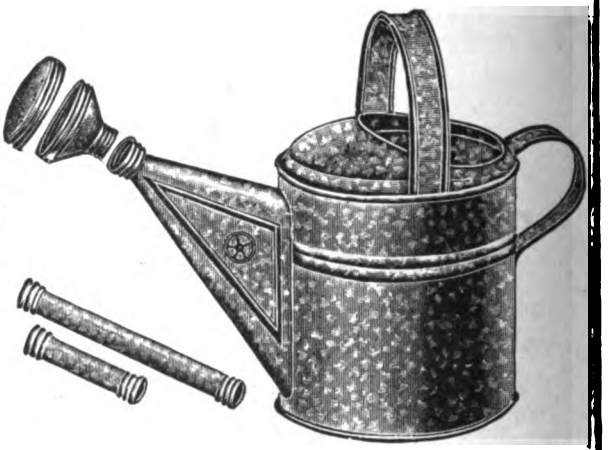
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1834 —— 1921

Get Your Spring Orders in Early

MAY BE PURCHASED FROM ALL JOBBERS
HANDLING OUR GOODS



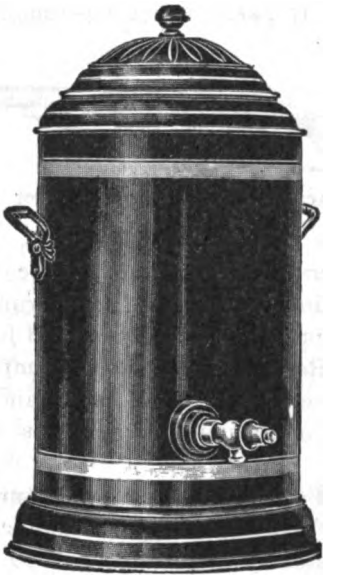


Watering Pots

Plain Tin or
Japanned Green
Detachable Rose Cap

"Central" Watering Pots

Galvanized, with
Zinc Roses and Screw Neck



"Standard" Water Coolers

GALVANIZED LINED

FULL CAPACITY

NEW DECORATIONS

NICKEL-PLATED LEVER
OR PUSH BUTTON
FAUCETS

"Puritan" Water Coolers

SEAMLESS WHITE
ENAMELED LINED

EXTRA HEAVY

EXTRA FINISH

NICKEL-PLATED LEVER
OR PUSH BUTTON
FAUCETS

Represented in California
by
BARRETT & ROSS
Rialto Bldg., Room 234, New
Montgomery and Mission Sts.,
San Francisco, Cal.

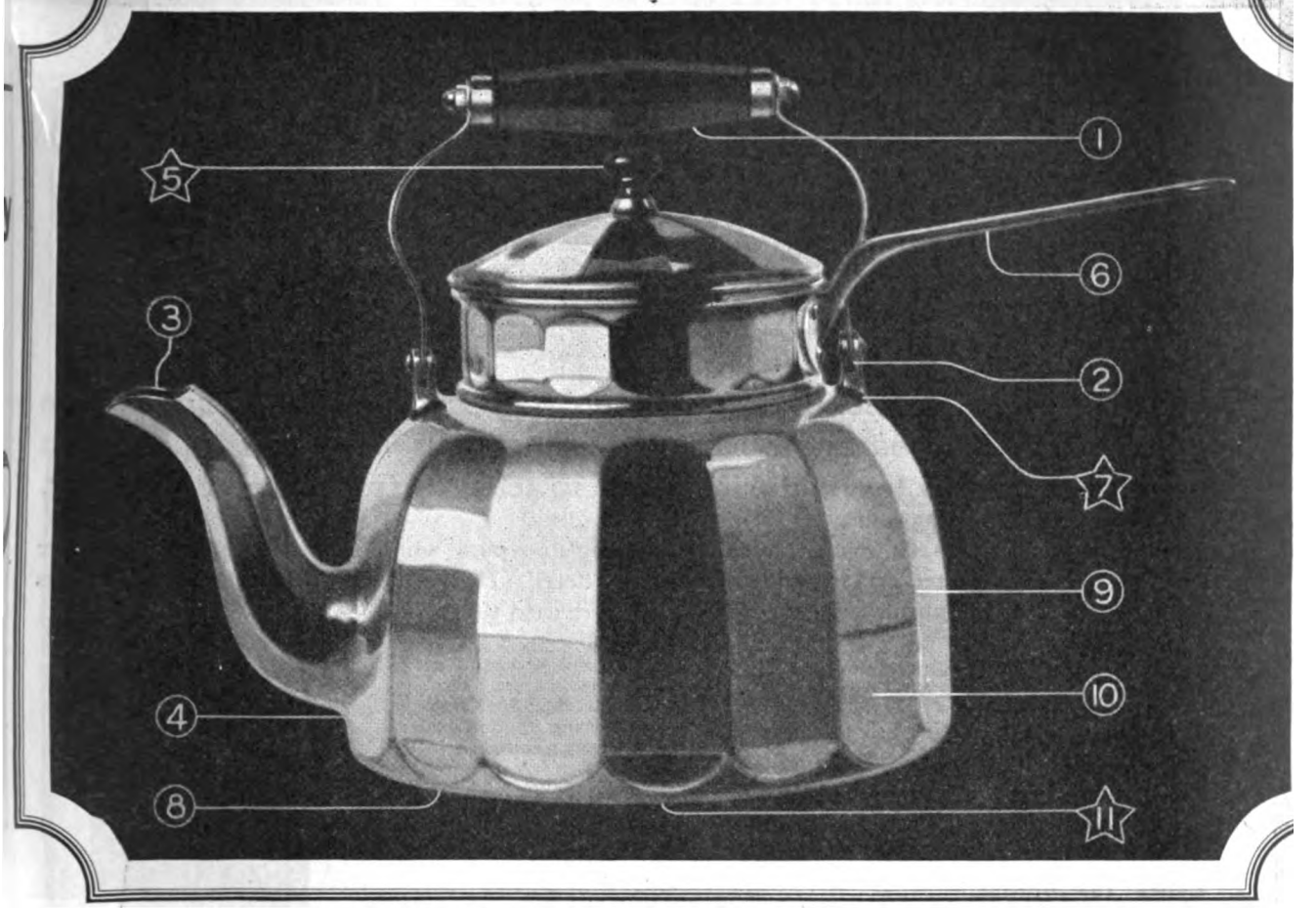
THE CENTRAL STAMPING COMPANY N.Y.

TRADE MARK

Represented in the States of
Washington, Montana, Idaho,
Oregon, Colorado and Utah
by
FRED A. LEE
1620 13th Avenue
Seattle, Wash.

THE CENTRAL STAMPING COMPANY - - NEW YORK

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Mirro Wears for Many Year

Long life is common to all Mirro utensils. For nothing is left undone that will prolong their wear. Bodies are of one-piece construction. Welds take the place of soldered joints. And welds take the place of rivets wherever possible. Even the aluminum itself is subjected to a process which works it into extraordinary density, and a singular endurance.

But time alone does not measure the service of Mirro Aluminum. It is designed to be as useful as it is long-lived, and as beautiful as it is useful.

Mark, for instance, the many features of convenience that distinguish this handsome Mirro Tea Kettle with boiler inset. You do not find them in ordinary aluminum ware.

(1) Highly ebonized, sure-grip, detachable handle. (2) Slotted ears permit handle to be shifted to any desired position without coming in contact with Kettle. (3) Easy-filling, easy-pouring spout. (4) Spout welded on.

☆ (5) Rivetless, no-burn, ebonized knob. (6) Hollow steel handle, comfortable to the hand. ☆ (7) Handle ears welded on. (8) Unusually wide heating base.

(9) Rich Colonial design. (10) Famous Mirro finish. ☆ (11) Famous Mirro trade-mark stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Note, the same cover fits both Kettle and inset.

To appreciate this guarantee at its full worth, remember that back of it is the world's foremost manufacturer of aluminum utensils—a manufacturer with nearly thirty years' experience in the making of better aluminum ware.

You will find Mirro Aluminum at the leading stores everywhere.

Send for miniature Mirro catalog.

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

MIRRO ALUMINUM REFLECTS GOOD HOUSEKEEPING A.G.M.

Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM

Reflects Good Housekeeping

Not even advertising as good as this could sell Mirro Aluminum in ever-increasing quantities to American housewives, were it not for the enthusi co-operation of the Mirro dealer. He likes the Mirro line: first, because it's a money maker; and second, because it's a quality line that brings prestig well as profits to his store. The advertisement shown above will appear in the March issues of Good Housekeeping, Woman's Home Compan Delineator and Designer, and Pictorial Review, full-page size in each.

Meet the Growing Demand *for* All-Steel Refrigerators with the Gurney Athermos

HERE'S an All-Steel line that ***shows*** right and ***is*** right—a line whose attractive appearance creates an instantly favorable impression and whose construction is the last word in scientific refrigerator building.

Athermos refrigerators are made from deep drawing steel sheets riveted and seamed together so as to make them absolutely water tight.

They are heavily insulated with Flaxlinum sheets overlaid with two layers of heavy waterproof paper with ¾ inch of dead air space provided to assure complete non-conduction of heat. They are not affected by dampness and will last a lifetime. Two styles of enamel finish—pure white and battleship gray—are offered. Heavy bronze nickle-plated trimmings are used throughout.

Linings are all enameled, except for the removable Ice Chamber, which is of galvanized iron. The construction of the Athermos provides unobstructed circulation of cold dry air and our 100% efficient Sanitary Trap is used in it.



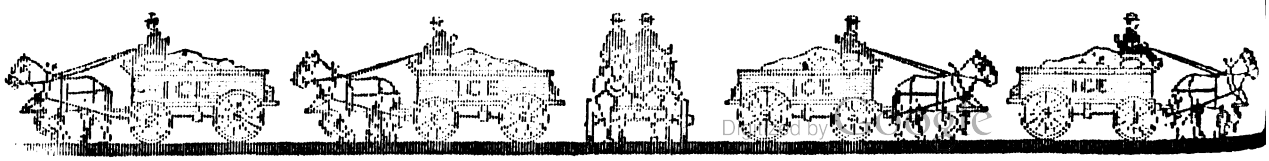
Beside the unequalled All-Steel Athermos, we manufacture a complete line of Wood Case Refrigerators in so many different styles and sizes that no Gurney dealer need ever lose a sale through inability to offer just what the customer wants.

Localized Selling Helps That Do Get Real Action

We back Gurney quality and Gurney reputation by giving Gurney dealers advertising aid that amounts to something—not mere "general publicity," but practical sales helps adapted to his community and his store. These helps will increase your refrigerator business. Write for details.

Shall we mail you one of our new catalogs?

Gurney Refrigerator Co., Fond du Lac, Wis.





For Your Window

BISSELL'S "BLUEBIRD" DISPLAY

A cherry, gladsome cardboard "cut-out" which will brighten any window and awaken the desire for home renovating and refurnishing. It's a three-panel wing-shaped background, and a top-piece with a little girl figure swinging from it. It stands about 41 inches high and 42 inches wide as set up. Lithographed in eight colors.

Furnished With Sweeper Orders

New Price List of Bissell Sweepers

Effective January 1, 1921, and Until Superseded

	Grand Rapids Prices Per Doz.	RETAIL East and Cent. States	RETAIL West. and South. States*
CARPET SWEEPERS			
"American Queen"	$54.00	$6.75	$7.25
"Elite"	60.00	7.50	8.00
"Gold Medal"	50.00	6.25	6.75
"Grand Rapids" Nic....	48.00	6.00	6.50
"Grand Rapids" Jap...	44.00	5.50	6.00
"Grand" Jap.	60.00	7.50	8.00
"Parlor Queen"	56.00	7.00	7.50
"Princess"	50.00	6.25	6.75
"Prize"	50.00	6.25	6.75
"Standard" Jap.	40.00	....	....
"Universal" Nic.	46.00	5.75	6.25
"Universal" Jap.	42.00	5.25	5.75
VACUUM SWEEPERS			
"Superba" Vac. Sw...	$100.00	$13.00	$13.50
"Grand Rapids" V. S..	86.00	11.00	11.50
"Household" V. S.....	75.00	9.00	9.50

* Western and Southern states in which the higher retail prices prevail owing to freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Idaho, Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

"It affords us a great deal of pleasure to inform you of a substantial reduction in our prices taking effect today as per prices quoted herewith. With the reduction made in our list prices to the trade the retail prices to the consumer can be substantially reduced, and which should greatly increase the sale of our goods."

"To stabilize our line and to enable our customers to order in sufficient quantities to meet reasonable demands for the first six months of this year, **we want to emphasize that there will be no change in our prices before July 1st.**"

—From Our New Year's Letter to the Trade

Bissell Carpet Sweeper Co.

Oldest and Largest Sweeper Makers

GRAND RAPIDS, MICH.

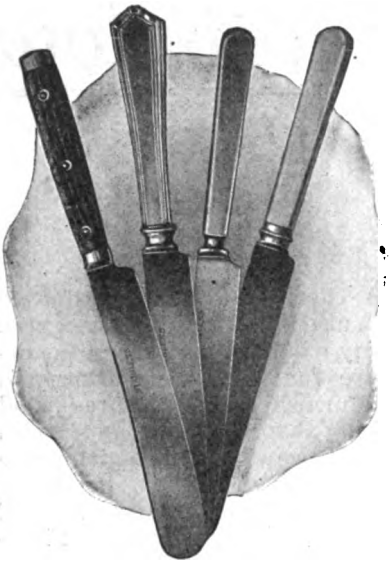
New York, 25 Warren Street

(Niagara Falls, Ont., Factory)

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STAINLESS—The New Cutlery Steel

"NEITHER RUSTS, STAINS NOR TARNISHES"



As its name suggests, Stainless is an alloy steel that does not rust, and is immune to the effects of certain acids found in food.

At a time when the "maid" problem has reached such an acute stage, it is only natural to look for the materials and appliances which tend to reduce to a minimum work in the household.

A plated knife is only an imperfect expedient for, while it saves frequent cleaning, it cannot be sharpened properly.

Stainless does away with frequent scouring, so necessary with ordinary steel knives, and it can be sharpened to a keen edge.

Incidentally Stainless should be the means whereby some of the trade now going to the department and jewelry stores, can be brought back to the cutlery and hardware establishments.

If you would turn out work of the **highest character**, there are two important things to be considered, QUALITY of MATERIAL and QUALITY of WORKMANSHIP. Because it has non-staining qualities, possessed by no other high-grade steels, Stainless must be considered a Material of Quality. The names of those companies manufacturing Stainless cutlery are guarantees of Quality of Workmanship.

Stainless cutlery is "made in America" by the following companies:

American Cutlery Company	Chicago, Illinois
Clement Manufacturing Company	Northampton, Mass.
Failor-Martin Corporation	Bloomfield, New Jersey
"1847 Rogers Bros."	Meriden, Conn.
John Russell Cutlery Company	Turners Falls, Mass.
Lamson & Goodnow Mfg. Co	Shelburne Falls, Mass.
Landers, Frary & Clark	New Britain, Conn.
Northampton Cutlery Company	Northampton, Mass.
Reed and Barton	Taunton, Mass.
Rogers, Lunt & Bowlen	Greenfield, Mass.
Simeon L. and George H. Rogers Co.	Hartford, Connecticut
Wm. A. Rogers, Limited	Niagara Falls, New York
Shelton Tool and Machine Co	Derby, Connecticut
R. Wallace & Sons Mfg. Co	Wallingford, Conn.
Washington Cutlery Company	Watertown, Wisconsin
The Watson Company	Attleboro, Mass.
Winchester Repeating Arms Co	New Haven, Conn.

AMERICAN STAINLESS STEEL COMPANY

1543 Oliver Building, Pittsburgh, Pa.

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MAKE YOUR SALE A SUCCESS

Handle

American Maid Aluminum Ware

The Popular Price Line

A Good Sales Feature



A Quick Profit Maker

"American Maid"

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the

American Maid Line

Mr. Dealer: You will find every housewife an enthusiastic buyer for

American Maid Ware

—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

Ask Your Jobber for American Maid Aluminum Ware

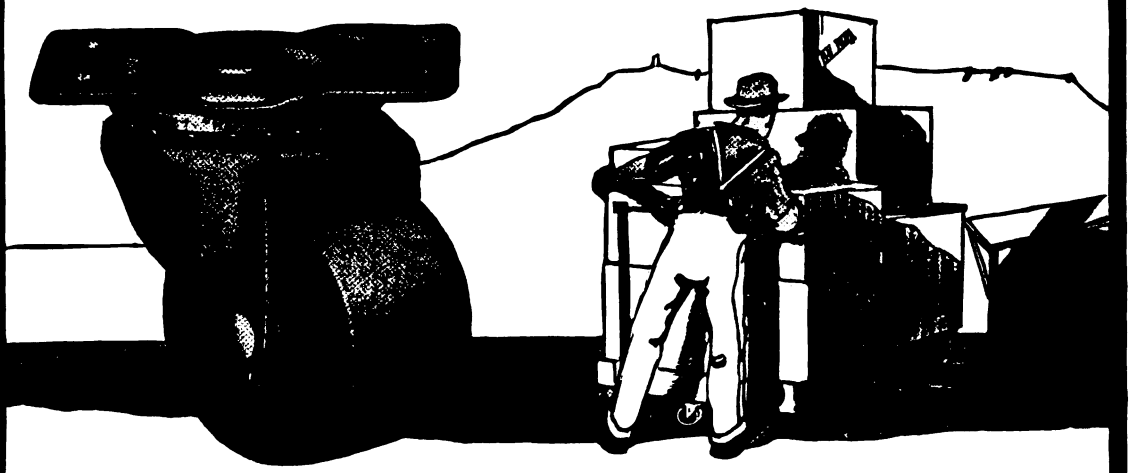
Manufacturers

ILLINOIS PURE ALUMINUM CO.

LEMONT, ILLINOIS, U. S. A.

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BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?



The Bassick Company

Which is a consolidation of—
The Universal Caster & Foundry Works
The M. B. Schenck Company
The Burns & Bassick Company

Write for descriptive circular No. 200 W

General Offices
BRIDGEPORT - CONN.

PRODUCTS

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The Outlook

By the President

It is 7 o'clock, Saturday night, January 8, 1921; and the writer is at the offices of the Wellston Manufacturing Co., Wellston, Ohio.

There are two telegrams before him, one sent at six seven this evening by the "HARDWARE WORLD," St. Louis, Mo. The wire reads as follows:

"If copy not already sent for February please rush special delivery return mail if possible."

Another wire from the Hardware Age:

"Please rush February Copy."

These journals are not neglectful of business and are illustrations of thousands of business enterprises throughout America who are applying more energy and work behind their business.

The outlook for business and business men on the alert and ever at it, is splendid.

The greatest financial and business men in America almost to a man are optimists. They are such because they are too much occupied in their work to be otherwise.

Thousands of manufacturers, merchants and dealers are now figuring costs. Costs of doing business should have your prompt and careful attention.

The 162 orders for ECLIPSE HARDWARE and GENERAL STORE FIXTURES just received, show that hardware dealers and general merchants are thinking of the costs to do business just as much as the hardware publications are alert to your and our interests.

ECLIPSE STEEL SECTIONAL BALL BEARING REVOLVING PRODUCTS are not luxuries, but are essential in every store to get the best results.

YOUR STORE will become more prosperous and you will become better satisfied, when you become one of the 11,000 successful dealers in America using ECLIPSE PRODUCTS.

The outlook for business and the chances for success were never better for the business man who has control of his business, and who has reduced it to as an economical basis as possible.

Write us or your jobber for information. More than 225 wholesale houses handle ECLIPSE PRODUCTS. If yours does not let us know.

SEE THE COUPON

Offices of the President of

The Wellston Manufacturing Company

WELLSTON, OHIO

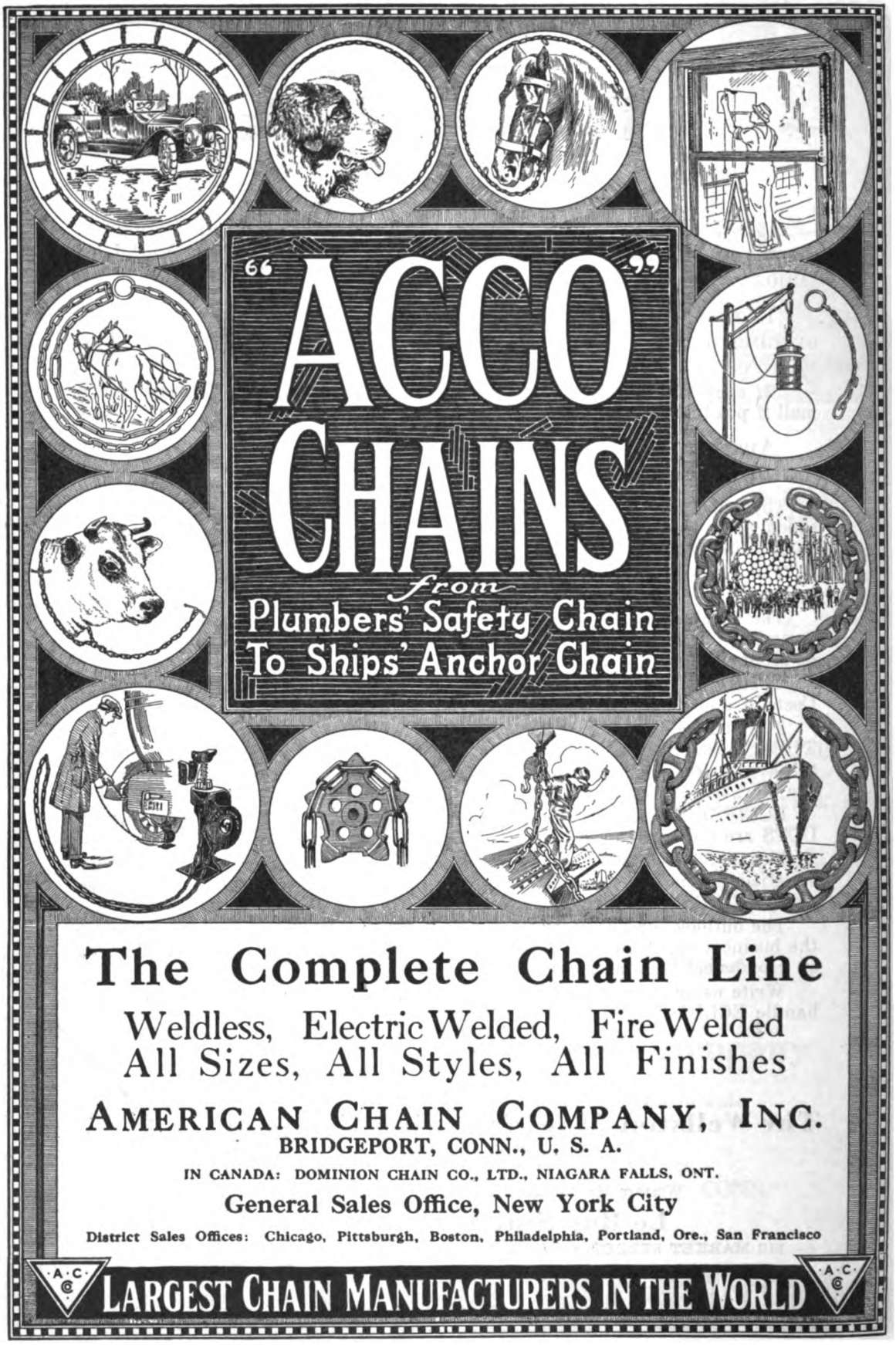
Western Headquarters, Care

Le Roy Smith

112 MARKET STREET, SAN FRANCISCO, CALIF.

FOR PARTICULARS MAIL COUPON
To the President,
The Wellston Mfg. Co.
Please send full particulars regarding Eclipse Products.
Signature .....
City ..... State .....

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YOU CAN EASILY SELL THE MAN HALF SOLD

HUNDREDS of people in your community are more than half sold on the Mueller "Big 3" CONVECTOR. They are sold by the Mueller National Advertising that reaches millions of homes every month with a clear story of CONVECTOR superiority.

MUELLER
"Big 3"
CONVECTOR
Pipeless Heating System

It is easy for any Mueller Dealer to convince his prospect that the CONVECTOR is a superior pipeless heating system—a system he can depend upon to heat his whole house. It is easy to show that big fuel saving and greater comfort will result from installing a "Big 3" CONVECTOR.

You can sell the CONVECTOR best because you can honestly recommend it—because you will appreciate its superiority instantly. Send for the Mueller Dealer proposition, NOW.

L. J. Mueller Furnace Company

233 Reed Street, Milwaukee, Wis.

Established 1857

Makers of Warm Air, Steam, Vapor, Vacuum and Hot Water Heating Systems

DISTRIBUTORS

The Salt Lake Hdwe. Co., Salt Lake City, Utah, and Pocatello, Idaho Holbrook, Merrill & Stetson, San Francisco and Los Angeles, Calif. Richards & Conover Hdwe. Co., Kansas City, Mo., and Oklahoma, Okla. The Jackson Hardware Co., Aberdeen So. Dakota

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn.; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Portland, Ore.; Wenatchee, Spokane, Seattle, Wash.

The "Big 3"

Construction Features that make the

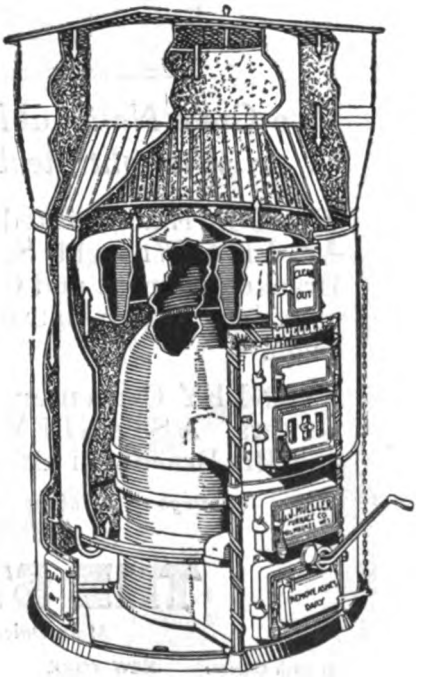
CONVECTOR

superior to other pipeless systems

1. **Large and Properly Proportioned Register Face.**
2. **Spacious and Unobstructed Air Passages.**
3. **Vast and Scientifically Designed Heating Surface.**

Learn about the Sales Co-operation given Mueller Dealers.

Write for Dealer Proposition NOW

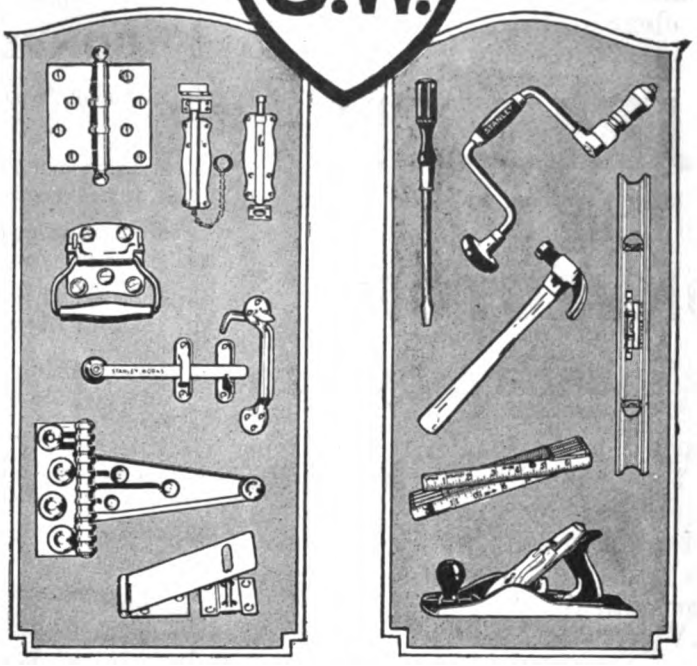


Sectional View of "Big 3" CONVECTOR

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Our New Trade Mark

STANLEY
S.W.



Two Great National Industries Unite in Producing the Finest in Wrought Steel Hardware and Carpenters' Tools

BECOME acquainted with these dependable products. STANLEY Wrought Steel Butts, Hinges, Drawer Pulls, Bolts, Brackets, Screen and Garage Hardware, will be a constant source of satisfaction to your customers. Any architect is glad to specify them.

STANLEY Carpenters' Tools are first in the minds of good carpenters. A STANLEY Hammer, Screw Driver, Plane, Rule, Level and Bit Brace will afford you many pleasing, profitable hours.

Catalogs of the above on request. Another STANLEY product is Storm Sash Hardware; write us for folder J2.

THE STANLEY WORKS

Main Offices and Plant: NEW BRITAIN, CONN.

Branch Offices: NEW YORK CHICAGO SAN FRANCISCO LOS ANGELES SEATTLE ATLANTA

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Coldwell Lawn Mowers

"Make Beautiful Lawns"

Order at Once *for* Spring Trade

Economy and Thrift have taught the American people that the best is the cheapest in the long run.

Coldwell Lawn Mowers are the best. That's the reason the largest parks and estates throughout the country use them exclusively.

Coldwell makes over 150 different styles and finishes of hand, horse and motor mowers for every lawn—at a price for every pocketbook.

If you do not have it, send for our illustrated catalogue at once.

Also, to insure prompt delivery, order your spring stock now.

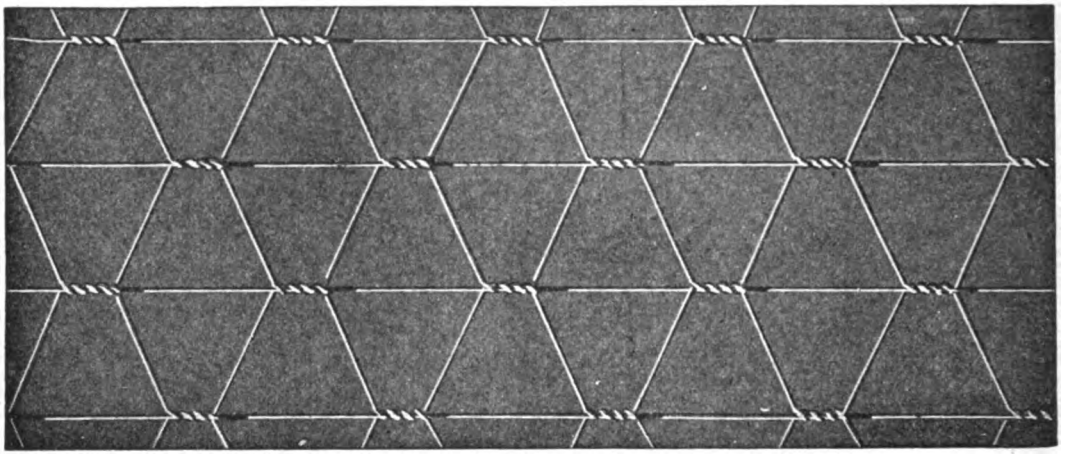
Coldwell Lawn Mower Co.
Newburgh, N. Y.
U. S. A.



The Largest Lawn Mower Works in the World

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Reused in New Work After Nine Years Service

In remodeling the Arcadia Dance Hall at St. Louis, the Toncan Metal was found "intact" and it was used as far as it would go.

Ordinary sheet metal in exposed service might make a record like the above in some cases but records of long life seem to be the rule with

TONCAN METAL

From all parts of the country comes the same story—Toncan Metal in excellent condition after nine years in the Cleveland-Cliffs Iron Co.'s mine at Negaunee, Mich. After fourteen years on the roofs of the Logan Iron & Steel Co.'s plants at Burnham, Pa., After nine years as cornice on the Montgomery Hotel, San Jose, Cal.—the list could be extended indefinitely, and in most of the hundreds of cases we could mention Toncan service has only begun. You should know more about Toncan Metal.

Write one of the distributors mentioned below

The Stark Rolling Mill Co., Canton, Ohio

Sole Makers of Toncan Metal

WIDMANN & WALSH
ARCHITECTS
GEO. PANKAU ASSOCIATE
WAINWRIGHT BUILDING

St. Louis, Mo, October 19, 1920.

Mr. S. J. Waterman,
District Sales Agent,
The Stark Rolling Mill Co.,
403 Security Bldg., City.

Dear Sir:--

In reply to your inquiry of this date, we are pleased to state that Toncan Metal was used for the cornices and trimmings of Arcadia which we erected nine years ago. During the past summer the building was remodeled and considerable additions built to it, and we were very glad to find that the Toncan Metal cornices and trimmings referred to were intact and reused in the new work as far as they would go. All required new cornices and metal trimmings were, of course, executed with the same brand of metal.

We remain, dear sir, Very truly yours,

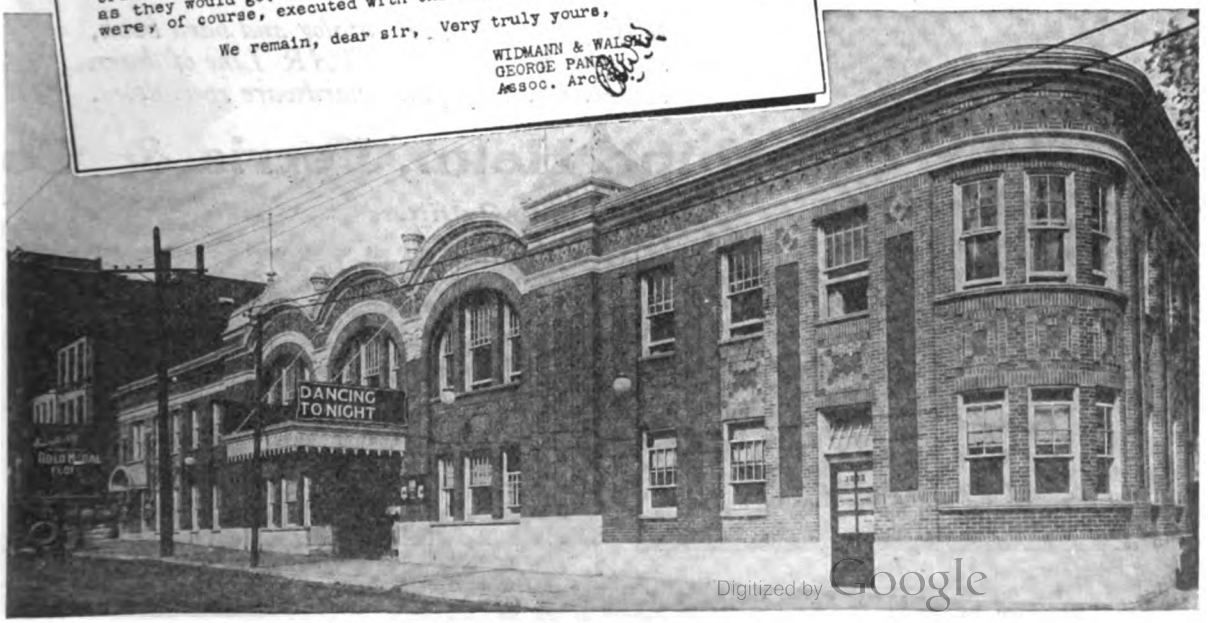
WIDMANN & WALSH
GEORGE PANKAU
Assoc. Architects

COAST DISTRIBUTORS

Holbrook, Merrill & Stetson
San Francisco, Los Angeles

The Berger Mfg. Co. of Cal.
San Francisco, Los Angeles

Arcadia Dance Hall, St. Louis, Mo.
Built in 1911, Remodeled 1920.
Toncan Metal used throughout.
Architects — Widmann & Walsh, St. Louis.
Sheet Metal Contractors—Smith Sheet Metal Works, St. Louis, Mo.



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"Make Profits While the Snow Flies"



STAR Scrapers are made in two styles. Style shown below is in two sizes.



There should be a good business for you in these STAR Sidewalk Scrapers in your town. Nothing else like them. Made with a double edged, reversible blade, curved so that a good, vigorous push will send snow and slush beyond the edge of the sidewalk.

A fast seller—with a good profit. Also, sell STAR Scrapers and Fibre Brooms for barn and stable use.

There is always something that you can sell in the STAR Line in any season of the year.

Write for the STAR catalog and barn book, showing the complete STAR Line of barn equipment and popular hardware specialties.

Hunt, Helm, Ferris & Co.

Complete Barn Outfitters

Harvard, Ill.—Albany, N.Y.

Designers and Manufacturers of

STAR Equipment

The STAR Line

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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DU PONT — THE STANDARD SHOTGUN POWDER

acts that Every Dealer Should Know about Du Pont

It is a fact that "Du Pont" develops a higher velocity than any other powder made. This is because it burns progressively and cleanly, generating a lower pressure at the breech and maintaining the pressure a greater distance down the barrel.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the closest patterns.

* * *

—it develops the lowest initial pressure, which means less strain on the gun.

* * *

—it is the cleanest burning powder made.

* * *

—it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

You Can Meet the Demand for Shotgun Shells

—if you order from this table of Du Pont Standard Loads.

The great majority of shooters use Du Pont Powders simply because years of experience have taught that Du Pont Powders *always* give satisfactory results.

With this great army of shooters the word of the Du Pont Company, backed by its 119 years of powder-making experience, carries great weight.

We are telling every shooter we can reach through the sportsmen's magazines that the standard loads given in the table below are the ones to use to get best results. In this table we have eliminated all slow movers and have listed only those that are in constant demand in various sections of the country.

Make up your orders from this list and meet the demand—concentrate your stock, cut down capital invested. Result: faster turnover, greater profits.

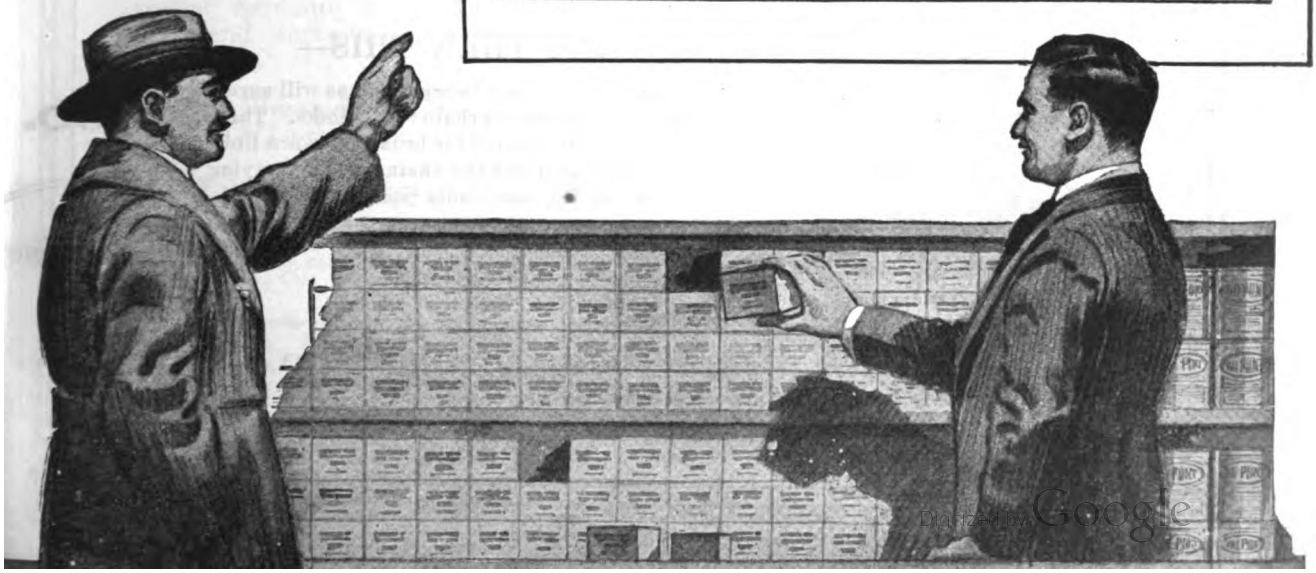
Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot	SIZES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	4, 5, 6 or 7
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	5, 6, 7 or 8
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 7½
Pheasants	3	24	3¼	1⅛	5, 6, 7 or 7½
Geese	3½	28	3½	1⅛	4, 3, 2, 1, or BB
Wild Turkey	3½	28	3½	1⅛	4, 3, 2 or 1
Squirrel, Rabbits	3	24	3¼	1⅛	6 or 7
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 8
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛	7½, 8 or 9
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼	7½ or 8



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FOR RETAIL HARDWARE DEALERS

THREE SALES IN ONE



ANCHOR BRAND HARDWARE PRODUCTS

LOXPRING SNAPS

IDENTIFIED BY THE ANCHOR



WHEN YOU SELL THIS— 1

"LOXPRING" Snaps are the only snaps made with the spring locked in. Even if the tongue should become spread, the spring would remain in place. Extra heavy frames resist the biting wear of hard work.

To horse owners who buy *"LOXPRING"* Snaps

QUICK-KLOZE HINGED EYE CHAIN SNAPS

MAKE PERMANENT, ON-THE-SPOT REPAIRS



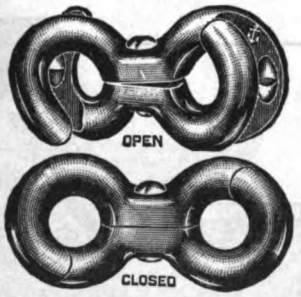
Fig. 1 Fig. 2

YOU CAN SELL THIS— 2

Because *"QUICK-KLOZE"* Snaps are needed by truckers and farmers. All delay is eliminated when *"QUICK-KLOZE"* are handy. Figure 2 shows how the hinged section is swung against the other half of the eye. The projecting lug is struck with a hammer or stone—and the job is done.

CHAIN REPAIR LINKS

SAVE TIME, TROUBLE AND TRIPS TO THE BLACKSMITH



AND THEN THIS— 3

Customers who invest in repair snaps will surely show a live interest in chain repair links. These are quickly substituted for broken or worn links and actually improve the chain, easily carrying their part of the load under peak strain.

LEADING JOBBERS EVERYWHERE SELL "ANCHOR BRAND" HARDWARE PRODUCTS

215

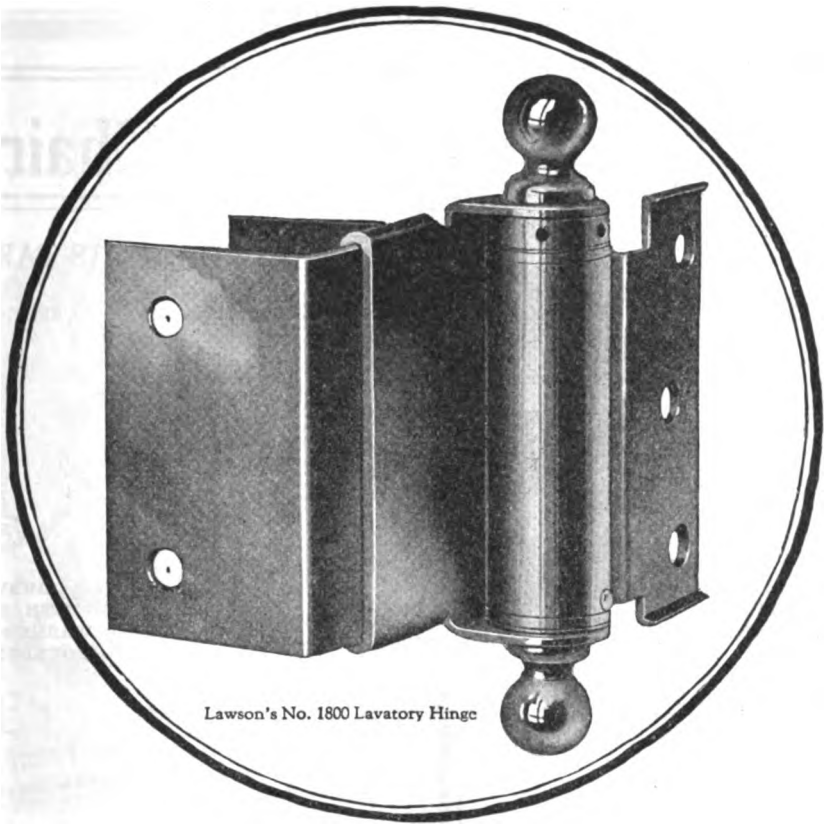
NORTH & JUDD MANUFACTURING CO.

NEW BRITAIN, CONN.

WHOLESALE ONLY

BY INVITATION MEMBER OF

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Lawson's No. 1800 Lavatory Hinge

Less Investment Quicker Sales — More Profit

LAWSON No. 1800 Hinges for lavatory doors are easy to sell. They cost a third *less* than other kinds and give far better service.

Two 3-inch Lawson Spring Hinges take the place of the customary 4-inch hinge and blank, giving better support and greater flexibility of tension to the door and improving the appearance of the job.

Adjustable to any thickness of marble from 1⅛ to 1½ inches, and doors up to 1⅜ inches.

Instead of a large stock of ordinary hinges in assorted sizes, you can make a small lot of Lawson's meet all the requirements of your trade.

With ONE-TENTH of your customary investment, your turnover will be five or ten times faster.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

Lawson Manufacturing Company **230 West Superior Street Dept. 7782, Chicago, Ill.**

Eastern Representative
John H. Graham & Co.
113 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

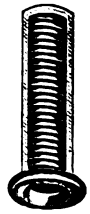
BRASS WASHER



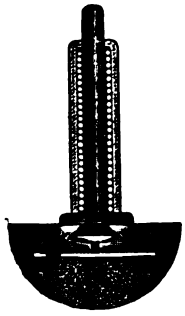
BRASS NAIL



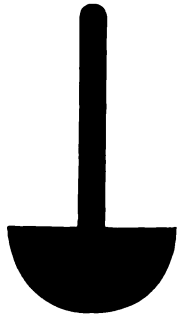
SPRING SOCKET



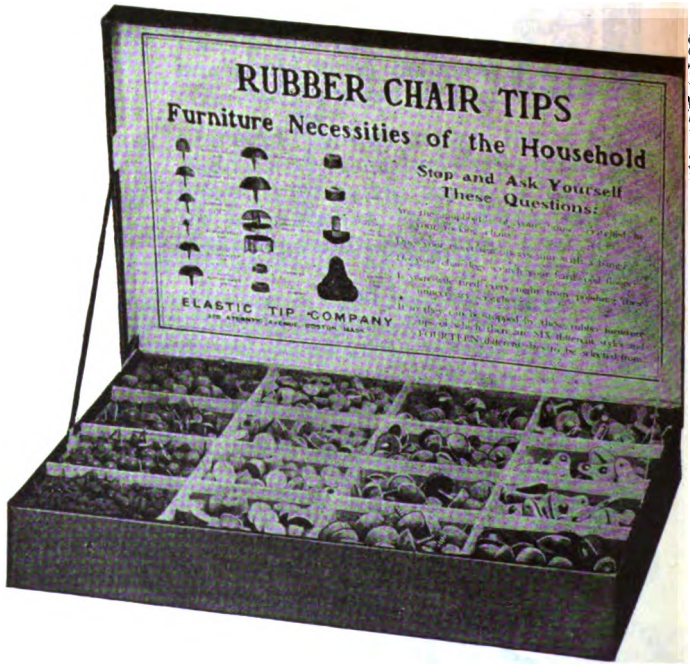
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



Assortment Box of Rubber Chair Tips for Furniture



THE ELASTIC TIP CO.
370 Atlantic Avenue
BOSTON - MASS.

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DOMES *of* SILENCE

Counter Displays Sell Goods

AUTOMATICALLY reducing selling costs to the minimum. The experience of many merchants proves this. If you have not already utilized our counter display, why not profit by the experience of others. Put the

DOMES *of* SILENCE DISPLAY PACKAGE

on your counter. Sales of these efficient slides are sure to increase.

ORDER FROM YOUR JOBBER TO-DAY special assortment H1 consisting of ¼ gross sets each of the following sizes: ⅜" ¾" ⅝" ½". Domes of Silence save floors, rugs and furniture. Steady profit earners everywhere.

Henry W. Peabody & Co. 17 State Street, New York

Domes of Silence Division

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(OVER)

Here are the jobbers who already have the NEW Domes of Silence display package in stock:

Los Angeles, Cal.
California Hdwe. Co.
Union Hdwe. & Metal Co.
Henry P. Hoffman Whol. Hdwe. Co.
Harper & Reynolds
Southwest Hdwe. Co.
Peerless Products Co.

San Francisco, Cal.
Dohrman Commercial Co.
Dunham, Carrigan & Hayden Co.
Sloss & Brittain
Hulse-Bradford Co.
Baker, Hamilton & Pacific Co.
D. N. & E. Walter & Co.
The Heyman Well Co.

Sacramento, Cal.
The Schaw-Batcher Co.

Oakland, Cal.
Maxwell Hdwe. Co.
C. L. Greeno Co.
A. Schlueter & Co.

San Diego, Cal.
Whitney & Co.

Denver, Colorado
The Morey Mercantile Co.
Geo. Tritch Hdwe. Co.
Wm. Volker & Co.

Bridgeport, Conn.
The Bassick Co.

Hartford, Conn.
Clapp & Treat, Inc.
The Tracy, Robinson & Williams Co.
L. S. Knoek & Co.

New Haven, Conn.
The John E. Bassett & Co.
Bronson & Townsend Co.

New London, Conn.
G. M. Williams Co.

Cairo, Ill.
Woodward Hdwe Co.

Chicago, Illinois
Hibbard, Spencer, Bartlett & Co.
Carson, Pirie, Scott & Co.
Lussky, White & Coolidge, Inc.
Marshall Field Co.
S. A. Maxwell & Co.
E. Silverman Sons
Butler Bros.
Rehm Hdwe. Co.
Fuller Morrison Co.
Bullard & Gormley Co.
Albert Pick & Co.

Decatur, Ill.
Morehouse & Wells Co.

Quincy, Ill.
Tenk Hdwe. Co.

Evansville, Indiana
Clifford Hdwe. Co.
Frank Heyden
Boetticker & Kellogg Co.

Indianapolis, Ind.
Van Camp Hdwe. & Iron Co.

Burlington, Iowa
Drake Hdwe. Co.

Davenport, Iowa
Sickles & Preston Co.

Des Moines, Iowa
Brown-Camp Hdwe. Co.
L. H. Kurtz & Co.

Fort Dodge, Iowa
Prusia Hardware Co.

Keokuk, Iowa
A. Weber Co.

Ottumwa, Iowa
Haw Hardware Co.

Sioux City, Iowa
Dymond-Simmons Hdwe. Co.
Knapp & Spencer Co.

Waterloo, Iowa
Cutler Hdwe. Co.

Atchison, Kansas
Blish, Mize & Silliman Hdwe. Co.
The Klostermeier Bros.

Salina, Kansas
Lee Hdwe. Co.

Wichita, Kansas
Simmons Hdwe. Co.

Louisville, Ky.
Belknap Hdwe. & Mfg. Co.
Otis Hidden & Co.

New Orleans, La.
United Hdwe. Co.
A. Baldwin & Co., Ltd.
Pitard-Saxton Hdwe. Co., Inc.

Pittsfield, Mass.
Pierson Hdwe. Co.

Springfield, Mass.
Carlisle Hdwe. Co.

Detroit, Mich.
Buhl Sons Co.
Standart Bros. Co., Ltd.

Saginaw, Mich.
Morley Bros.

Grand Rapids, Mich.
Foster, Stevens & Co.
Michigan Hdwe. Co.
Paul Steketee & Sons

Minneapolis, Minn.
Butler Bros.
Janney, Semple, Hill & Co.
Hall Hdwe. Co.
Simmons Hdwe. Co.

Duluth, Minn.
Kelly-How-Thomson Co.
Marshall-Wells Co.

St. Paul, Minn.
Adam Decker Hdwe. Co.
Farwell, Ozum, Kirk & Co.
Hackett Gates-Hurty Co.
G. Sommers & Co.

Kansas City, Mo.
Townley Metal & Hdwe. Co.
S. A. Maxwell & Co.
Bunting Hdwe. Co.
Richards & Conover Hdwe. Co.
Abernathy Furniture Co.
Wm. Volker & Co.

Bangor, Maine
Haynes & Chalmers Co.

Lewiston, Maine
Hall & Knight Hdwe. Co.

Portland, Me.
The Emery Waterhouse Co.
Talbot, Brooks & Ayer
Edwards & Walker Co.

Baltimore, Md.
Eastern Hdwe. & Supply Co.
Meyer & Thalmeier
American Wholesale Corp.

Boston, Mass.
W. T. Hight & Co.
Burditt & Williams Co.
Chandler & Farquhar Co.
Decatur & Hopkins Co.
Atlantic Coast Hdwe. Co.
J. B. Hunter Co.
Bigelow & Dowse Co.
Geo. S. Harrington Co.
J. J. Richards Co.
Simmons Hdwe. Co.

Cambridge, Mass.
J. L. Hammett Co.

Fitchburg, Mass.
Fitchburg Hdwe. Co.

St. Joseph, Mo.
Wyeth Hdwe. & Mfg. Co.

St. Louis, Mo.
Butler Bros.
Blackwell-Wielandy Book & Stationery Co.
Ely & Walker Dry Goods Co.
Southern Hdwe. & Supply Co.
Rubelman-Lucas Hdwe. Co.
Simmons Hdwe. Co.
Geller, Ward & Hasner Hdwe. Co.
Shapleigh Hdwe. Co.
Witte Hdwe. Co.
H. W. Jameson Hotel Supply Co.
Specialty Hdwe. Co.

Billings, Montana
Billings Hdwe. Co.

Lincoln, Nebraska
Pieper Bros.

Omaha, Neb.
Wright & Wilhelmy Co.

Keene, N. H.
Spencer Hdwe. Co.

Newark, N. J.
Banister & Polard Co.
John Giesinger & Co.
Roy & Conover

Paterson, N. J.
J. A. Van Winkle & Co.

Albany, N. Y.
Albany Hdwe. & Iron Co.

Hudson, N. Y.
J. C. Rogerson & Co.

New York City
Mashack Hdwe. Co.
Butler Bros.
C. H. & E. S. Goldberg
Hammacher, Schlemmer & Co.
R. K. Carter Co.
Chas. Cordts & Co., Inc.
Hdwe. House of America
E. Ullman & Sons, Inc.
Mathews, Richardson & Co.
W. L. Blumberg & Co.
R. Christensen
Benz, Intermann & Granett, Inc.
Wm. Goldenblum & Co.
Gould Mersereau Co.
Chas. Kurzon & Co.
Neal & Brinker Co.
Sickels-Loder Co.
Chas. H. Pratt
Chas. J. Smith & Co.
C. A. Baynon
Benjamin Gillespie Co.
Neuss Hesslein & Co., Inc.
Underhill, Clinch & Co.
James S. Barron & Co.
Rothbaum & Linwand
Semer Hdwe. Co.
M. Shiffman & Son
American Dry Goods Co. of N. Y.
Simmons Hdwe. Co.
Hamilton Hdwe. Co.
Joseph F. McCoy Co.

Binghamton, N. Y.
Crocker & Ogden Co.
Babcock, Hinds & Underwood

Buffalo, N. Y.
H. D. Taylor Co.
Weed & Co.
Buffalo Wholesale Hdwe. Co.
Beals, McCarthy & Rogers

Elmira, N. Y.
Barker, Rose & Clinton Co.

Fort Plain, N. Y.
G. H. McCormick

Hornell, N. Y.
The Frank B. Peck Co.

Ithaca, N. Y.
Treman, King & Co.

Kingston, N. Y.
L. S. Winne & Co.

Malone, N. Y.
H. D. Thompson & Co.

Plattsburgh, N. Y.
M. P. Myers & Co., Inc.

Rochester, N. Y.
Mathews & Boucher

Schenectady, N. Y.
Clark, Witbeck Co.
Wallace Armer

Syracuse, N. Y.
Burhans & Black, Inc.

Troy, N. Y.
J. M. Warren & Co.

Utica, N. Y.
Roberts Hdwe. Co.
David S. Foster Sons & Co.

Watertown, N. Y.
W. W. Conde Hdwe. Co.

Fayetteville, N. C.
Huske Hdwe. House, Inc.

Greensboro, N. C.
Odell Hdwe. Co.

Barberton, Ohio
The Welsberger Co.

Canton, Ohio
Canton Hdwe. Co.

Chillicothe, Ohio
Spetnagel Hdwe. Co.

Cincinnati, Ohio
The Kruse & Bahlmann Hdwe. Co.
The Kuhlmann Hdwe. Co.
The Kruse Hdwe. Co.

Cleveland, Ohio
The W. Bingham Co.
The Luetkemeyer Co.
The Wm. Edwards Co.
The Geo. Worthington Co.

Columbus, Ohio
Smith Bros. Hdwe. Co.
Columbus Uphol. Supply Co.
Schoedinger-Marr Co.
The Mithoff Hdwe. Co.

Toledo, Ohio
The Bostwick Braum Co.
Simmons Hdwe. Co.

Marietta, Ohio
The Union Hdwe. Co.

Youngstown, Ohio
Stambaugh-Thompson Co.

Portland, Oregon
Marshall Wells Co.
The Honeyman Hdwe. Co.
F. S. Harmon & Co.

Allentown, Pa.
C. Y. Schelly & Bro.
F. Hersh Hdwe. Co.

Bradford, Pa.
Emery Hdwe. Co.

Clearfield, Pa.
Clearfield Hdwe. Co.

Erie, Pa.
Palace Hdwe. Co.

Huntingdon, Pa.
C. H. Miller Hdwe. Co.

Lebanon, Pa.
Geo. Krause Hdwe. Co.

Lancaster, Pa.
Herr & Co.
Reilly Bros. & Raub
Steinman Hdwe. Co.

Philadelphia, Pa.
Dunn & Eldridge Co.
Supplee, Biddle Hdwe. Co.
W. H. & G. W. Allen
J. Jacob Shannon & Co.
Chas. J. Field's Sons
Simmons Hdwe. Co.

Pittsburgh, Pa.
James C. Lindsay Hdwe. Co.
Fort Pitt Hdwe. Co.
Logan Gregg Hdwe. Co.
The Hukill-Hunter Co.
S. A. Maxwell & Co.
Steiner & Voegtly Hdwe. Co.
Joseph Woodwell Hdwe. Co.
J. A. Williams & Co.

Reading, Pa.
Bard Hdwe. Co.
Stichter Hdwe. Co.

Scranton, Pa.
Weeks Hdwe. Co.

Wilkes Barre, Pa.
Lewis J. Bennett Hdwe. Co.

Providence, R. I.
Belcher & Loomis Hdwe. Co.

Nashville, Tenn.
Keith Simmons & Co.

Dallas, Texas
Butler Bros.
Huey & Philip Hdwe. Co.

Laredo, Texas
A. Deutz & Bro.

El Paso, Texas
Krakauer, Zork, Moyes, Sucs, Inc.

San Antonio, Texas
Geo. Potchernick
Heusinger Hdwe. Co.

Salt Lake City, Utah
Strevell Paterson Hdwe. Co.
The Salt Lake Hardware Co.
Zion Co-operative Mercantile Inst.

Richmond, Va.
Virginia Carolina Hdwe. Co.
Watkins-Cottrell Co.

Lynchburg, Va.
Anslie-Martin Co., Inc.

Tacoma, Wash.
F. S. Harmon & Co.

Bellingham, Wash.
Morse Hdwe. Co.

Seattle, Wash.
Spelger & Hurlburt, Inc.
Schram & Ware, Inc.
F. S. Harmon & Co.
Seattle Hdwe. Co.
Rhodes Bros. Co.
Whiton Hdwe. Co.

Spokane, Wash.
F. S. Harmon & Co.
Jensen-King-Byrd Co.
Holter Hdwe. Co.

Everett, Wash.
Pacific Hdwe. Co., Inc.

Washington, D. C.
Barber & Ross
F. P. May Hdwe. Co.
Rudolph & West Co.

Parkersburg, West Va.
W. H. Smith Hdwe. Co.

Milwaukee, Wis.
Wm. Frankfurth Hdwe. Co.
John Pritzlaff Hdwe. Co.

Green Bay, Wis.
Morley, Murphy Hdwe. Co.

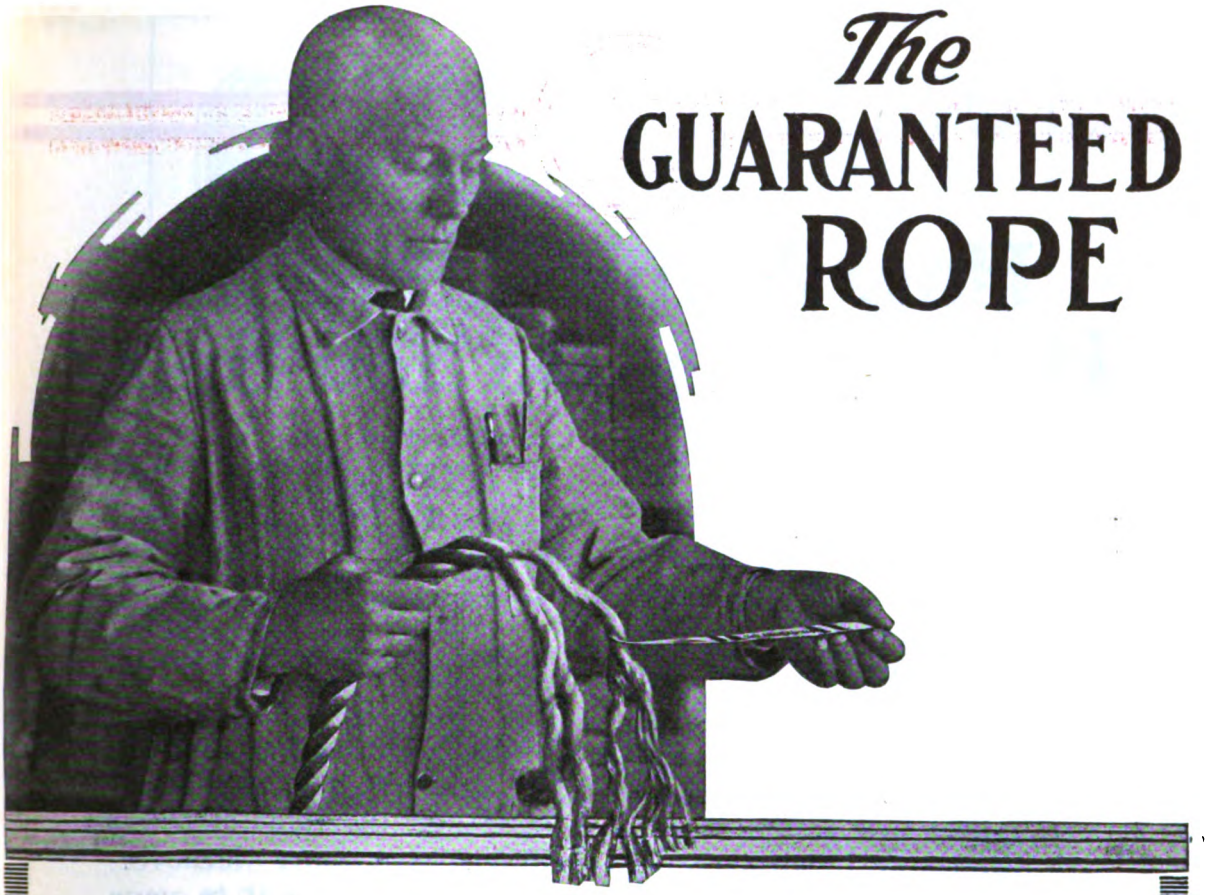
LaCrosse, Wis.
V. Tausche Hdwe. Co.

HENRY W. PEABODY & COMPANY

17 STATE STREET — ***Domes of Silence Division*** — **NEW YORK**

(OVER)

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The GUARANTEED ROPE

"Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."



COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "*The Cordage City*"

Branches:— New York Chicago Boston
Baltimore Houston

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How Many Kinds of Hack Saws Do You Sell?

We had an interesting talk with a big hardware dealer the other day.

He told some truths about selling that are worth a good deal to other hardware merchants who will follow them. So we pass them along for your consideration.

He said:

> "This is an age of specialization; and we specialize in leaders, because we turn our money over faster that way.
>
> A few years back we had $12,000 tied up in 9 different makes of hack saw blades. Our sales in this item totalled about $25,000 a year, so we were turning over our stock only about twice a year.
>
> We decided to cut our line to just one leader; now we turn over our stock much faster—I should say four or five times a year.
>
> We picked the one that most people knew and liked, and cut out all the rest. Our purchasing agent, a close Scotchman, found out that Star prices and discounts were as good as any other, so from that day to this we have sold no blade but the Star."

There is a lesson here for any wide-awake hardware man. You know the value of fewer lines and quicker turnover. Have you applied it to your stock of hack saw blades?

There are few hardware dealers today who do not recognize the value of handling nationally advertised goods. For a number of years Star Hack Saws have been steadily and strongly advertised in a way that commands the attention of any user of hand or power blades.

Geo. N. Clemson, President

CLEMSON BROS. INC.



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The above reproduction shows the latest double page advertisement in the Saturday Evening Post.

It is advertising like this that has made Star leadership in the hack saw field more conspicuous than ever. When you carry Star you can satisfy every hack saw demand. Hack saw users everywhere understand that there is no such thing as "just as good as Star." And dealers realize that standardizing on Star means a smaller investment, a greater turnover and a greater profit.

Since August 5, 1920, Star blades have been sold to the trade by the makers. The former arrangement of selling through agents has been discontinued, as we feel that we can serve our customers better by maintaining a closer contact with them. We invite correspondence and receive suggestions from the trade on any subject connected with Star Saws.

Clemson Bros., Inc., Middletown, N. Y.

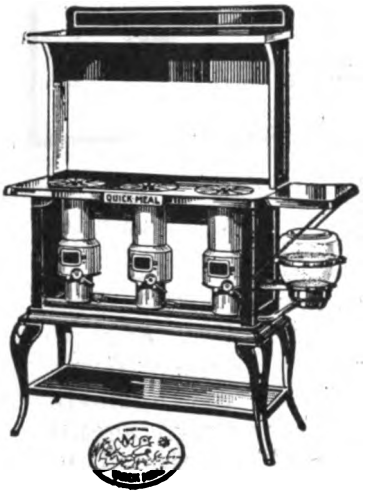
STAR HACK SAW BLADES



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The Tritch Hardware Company

Jobbers To the Merchants of the Rocky Mountain Region



Announce the addition of the

Quick Meal

Line of Stoves

Our Stove Department Manager, Mr. S. A. Brandon, has made a thorough study and a very careful selection of stoves especially adapted to the requirements of this Rocky Mountain Region.

WE CARRY A COMPLETE STOCK IN OUR DENVER WAREHOUSES

WE SHIP THE SAME DAY ORDER IS RECEIVED



THE TRITCH HARDWARE COMPANY

DENVER

Distributors for the Rocky Mountain Region

FRANK A. BARE, President **O. E. BARE, Vice President**

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For Quick Sales and More Sales

Try Mops and Wastes!

There's hardly a home or public building — hardly a factory in the country today — that has not got one or more mops in steady use. Factories of every sort are consuming waste in large quantities.

Everywhere there is a big, steady demand for both these products — a sure, quick turnover, and quick profits. For thirty-eight years Masco products have been made to meet this demand. Today they are the accepted standards of cotton waste goods.

You can push Masco products with every assurance they will give solid satisfaction. They are good trade builders and bring repeat orders, and each product has convincing selling points. Write today for our descriptive catalogue.

MASCO PRODUCTS

MACHINED COTTON WASTES, MASCO MOTOR WASTE, MASCO MOPS AND MOP HEADS, CAULKING COTTON, WICKING, ROPES AND TWINES.

MASCO PRODUCTS

MASSASOIT MANUFACTURING COMPANY

FALL RIVER MASS.

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Make Stewart Clipping Machine Profits Now

Horse and cow owners everywhere know that it pays to clip horses and cows, and will have Stewart Machines, regardless of times and conditions. They cost little in proportion to results.

In our thirty years' experience Stewart Machines have always sold in the spring, and the dealer who takes his out of the boxes and sets them up in his store and window invariably gets the business. Don't hide your Stewart Machines in the basement—get them out and let them talk for you.

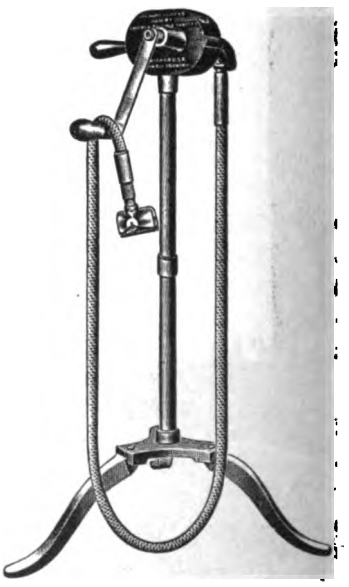
Sell the Cow Owners

A big field. Clipping on udders and flanks as an aid to clean milk—now till late in the spring. All over spring clipping for summer comfort. Clipping before freshening. Clipping to drive out lice and ticks. Every use a sales possibility.

Sell the Horse Owners

Horses and mules can't deliver 100 per cent service unless their heavy winter coats are clipped. Every horse owner who clips knows this—get after the fellow who doesn't. Over 23,000,000 horses in America.

Stewart No. 1 Clipping Machine For Horses, Mules and Cows



How We Help You

A brand new stunt to advertise your store all the year through. Write us at once for particulars.
Signs, streamers and cards for window display.
Cuts for your newspaper advertising.
Folders for your customers.

Get some machines in your window—they'll sell themselves. And don't forget that stock order to your jobber TODAY.

CHICAGO FLEXIBLE SHAFT CO.

5604 Roosevelt Road, Chicago, Ill.

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Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville  Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents  **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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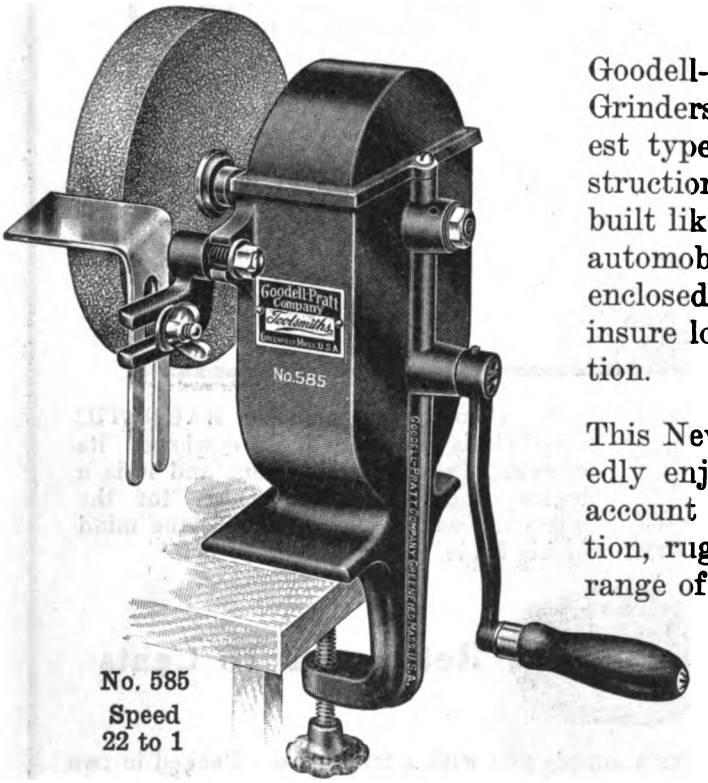
GOODELL-PRATT

1500 GOOD TOOLS

BENCH GRINDERS

Simple—Strong—Speedy

11 STYLES



No. 585
Speed
22 to 1

Goodell-Pratt High Speed Bench Grinders embody the very highest type of bench grinder construction. The working parts are built like the transmission of an automobile, they are completely enclosed and packed in grease to insure long life and quiet operation.

This New Grinder will undoubtedly enjoy tremendous sales on account of its compact construction, rugged strength, and wide range of usefulness.

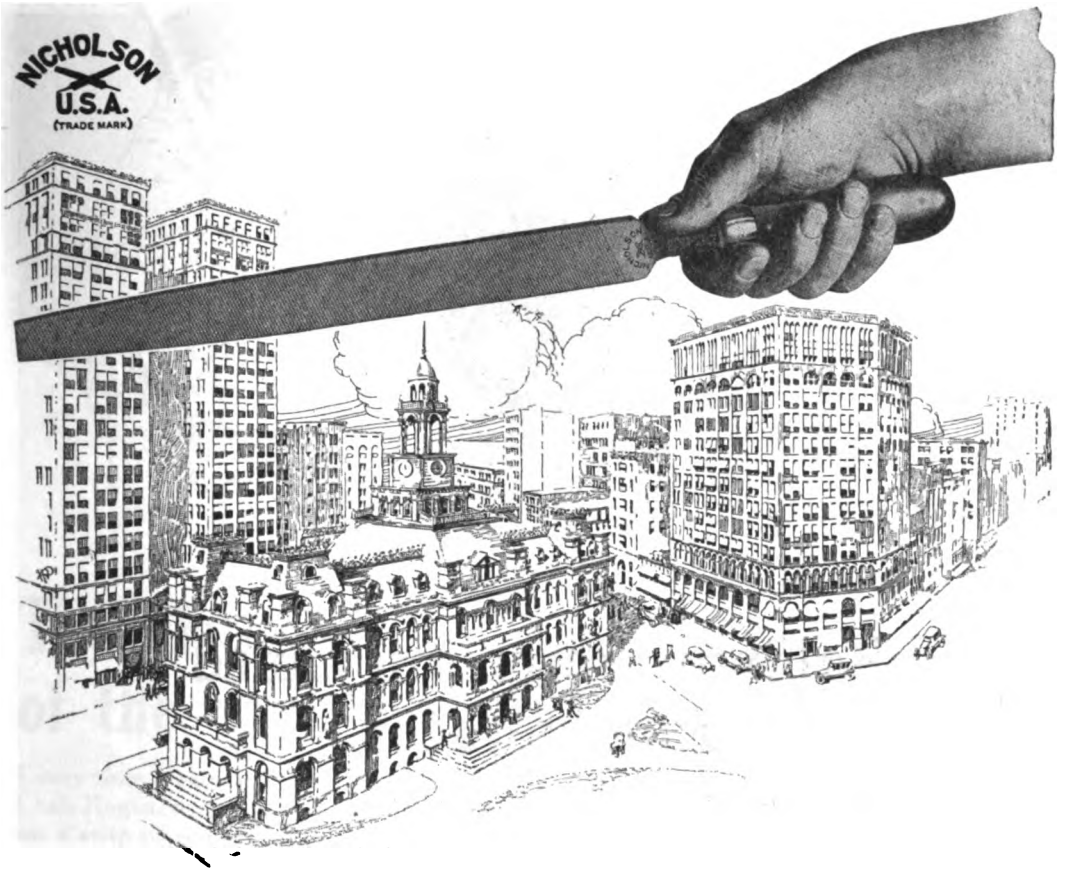
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

There are over 2000 Goodell - Pratt Tools for Toolmakers, Carpenters and Motorists

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Detroit

Famed for its leadership in automobile manufacture, yet producing imposing volumes of stoves, freight cars, ships, iron and steel, copper, brass and aluminum. Varnish, paint, oils, and seeds are further important products.

NICHOLSON FILES

are busily at work in most Detroit factories. Skilled file users there, as in most of the industrial centers of the world, value NICHOLSON FILES for their 100 per cent. UNIFORMITY - twelve perfect files in every dozen

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

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It is a pleasure to own a

Baldwin Porcelain Lined Refrigerator

It is an equal pleasure to sell one.

The glossy white porcelain lining of THE BALDWIN is in one piece—hard as flint. It cannot crack—it will not peel. Clean it as easily as a porcelain plate, and when clean it stays clean.

Baldwin Refrigerators have been manufactured for upwards of fifty years and in selling them you are not offering to your customers an experiment.

There should be a good refrigerator in every home.

BALDWIN REFRIGERATOR COMPANY
Burlington, Vermont

There is a stock of Baldwin Refrigerators carried in San Francisco by Heyman-Weil Company.

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RB ★-2.50	-0001
SA Rc 12.00	-0002
RE ★-0.75	-0003
RA ★-1.25	-0004
SE Ch-7.45	-0005
RD ★-0.33	-0006
RD ★-4.25	-0007
RA Pd-0.50	-0008
RD ★-0.89	-0009
RB ★-0.15	-0010
RE ★-5.35	-0011
SA Ch-4.50	-0012
-D NS-0.00	-0013
RB ★-2.23	-0014
SD Ch-3.75	-0015
RA ★-4.08	-0016
RE ★-0.75	-0017
RD ★-1.00	-0018
SE Ch-1.25	-0019
RB ★-5.75	-0020
RD ★-0.47	-0021
RA ★-1.25	-0022

The history of the day's business

Every time a sale is recorded on an up-to-date National Cash Register, a complete record of the sale is printed on a strip of paper inside of the register.

This strip of paper is called the detail-strip.

It shows how much business is done during certain hours, or during the proprietor's absence.

It cannot be removed or changed without the proprietor's knowledge.

It prevents the cash drawer being opened without a permanent record being made.

At the end of the day, the proprietor takes the detail-strip out of the register and files it away.

It gives him a permanent, unchangeable history of each day's business.

The detail-strip is only one of the many features which make up-to-date National Cash Registers a business necessity.

This is a section of the detail-strip. For each transaction it shows (1) whether a receipt or slip was issued, (2) the initial of the clerk, (3) the kind of transaction, (4) the amount, and (5) the number.

Let our representative show you how it will help you make more money.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL CASH REGISTER CO.

DAYTON, OHIO.

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New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST



Pacific Coast Representatives

Wm. P. Horn Co.
Rialto Bldg.
San Francisco

Portland
Los Angeles
Seattle

NEW YORK STAMPING COMPANY

Brooklyn, New York

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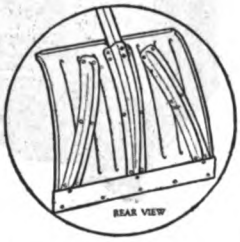
Iron Horse
REINFORCED - GALVANIZED
Snow Shovels

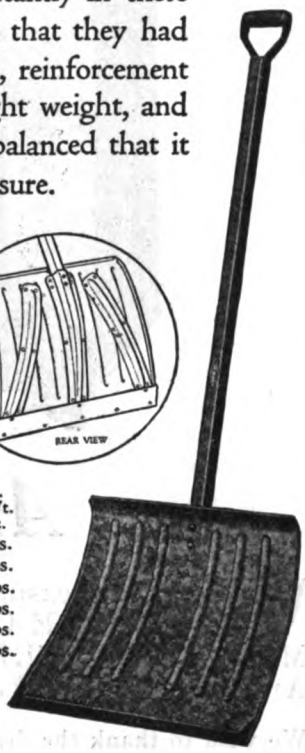
CARLOADS of these new Iron Horse Snow Shovels were sold on the first announcement, and why? Simply because the discerning eye of the metalware buyers of the country recognized instantly in these shovels those features of construction that they had been waiting for—neatness of design, reinforcement where the strain *and* wear comes, light weight, and with it all a snow shovel so carefully balanced that it makes snow shoveling a healthful pleasure.



These Youngsters' Shovels are big sellers

There are six different styles and sizes—three for the children, one for the older boy and two for grown-ups. We can make immediate shipments. How many shall we ship?





Specifications

No.	Width of Blade Bottom	Width of Blade Top	Height of Blade	Height over all	Aprox. Ship. Wt. per doz.
104	10½″	8½″	7″	28″	13 lbs.
105	10½″	8½″	7″	28″	15 lbs.
106	13″	10½″	11½″	38½″	40 lbs.
107	17″	14″	14″	48″	60 lbs.
108	20″	16″	16½″	50″	70 lbs.
109	10½″	8½″	8″	29″	10 lbs.

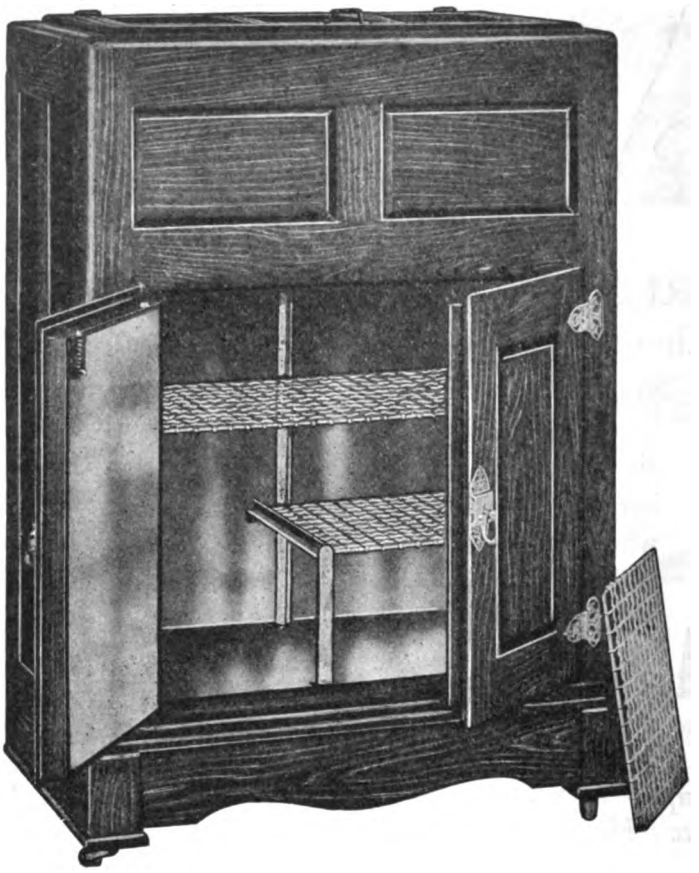
Write for prices and discounts



Glance for a moment at the detailed construction of these shovels, for it is the secret of their great popularity.

ROCHESTER CAN CO. Rochester, N. Y.

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Announcement

WE take pleasure in announcing that The HOFFMAN HARDWARE CO., Los Angeles, California, will distribute MONARCH REFRIGERATORS in Southern California and Arizona, effective at once.

We wish to thank the dealers who have handled our Refrigerators in the past and solicit for The Hoffman Hardware Co. their future orders.

The Hoffman Hardware Company is prepared to fill orders for Monarch Refrigerators at the present time. It will be our aim in the future as in the past to see that dealers are provided with Monarch Refrigerators from the large stocks in Los Angeles and San Francisco.

The Monarch Refrigerator Works, Burlington, Vt.

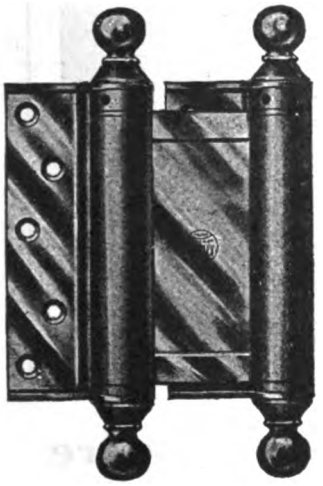
THE HOFFMAN HARDWARE CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

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TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.

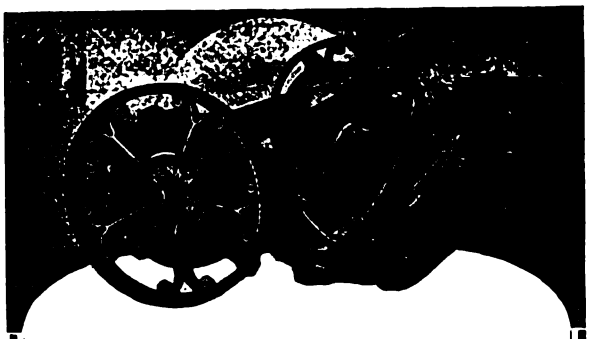


You can safely stake your reputation on its *quality* and *performance.* It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

Send for Catalogue W-36

Chicago Spring Butt Company,
CHICAGO NEW YORK
Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives



The coming season will show "PENNSYLVANIA" Quality Lawn Mowers advertised as formerly in the very magazines your customers read.

The advertising will reflect their world wide reputation as the finest made, highest quality, and the most satisfactory mowers made.

Our sales helps, which we furnish free as usual—poster, window, store and car cards, ready made advertisements, counter slips, and folders on "How to Care for the Lawn"—will give you close "tie-ups" for getting the most out of our advertising. They will help you strengthen the reputation of your store as selling quality goods.

Be sure to send for these "good will" building, sales makers.

PENNSYLVANIA
Quality
LAWN MOWERS

PENNSYLVANIA LAWN MOWER WORKS
FOUNDED 1877 PHILADELPHIA

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When She Looks at Her Silverware Does She Think of Your Store?

No doubt you appreciate the value of feminine patronage. But many women still believe that a hardware store is an institution that takes care only of men's needs.

If your Silverware Department is up to date and attractive, it should serve to interest these doubters and introduce them to your store as a whole.

If you handle 1847 Rogers Bros. flatware, write for advertising and display helps, to Advertising Department.

INTERNATIONAL SILVER CO., MERIDEN, CONN.

Pacific Coast Warerooms, 150 Post St., San Francisco, Calif.

1847 ROGERS BROS.

SILVERWARE

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MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



Glasbak Dishes Are in Demand

WOMEN who cook and bake are realizing more every day the superiority of Glasbak glass baking dishes. They appreciate the smooth transparency of Glasbak dishes, which affords a clear view of the food as it is baking. Then, too, Glasbak dishes absorb oven heat evenly, which assures an even baking temperature throughout.

Glasbak dishes are attractive—they can be served from right at the table—and they are easily washed.

Because of all this, the demand for Glasbak dishes is increasing rapidly. They represent an amazingly quick turnover. Write for particulars.

McKEE GLASS COMPANY
Jeannette, Pa.



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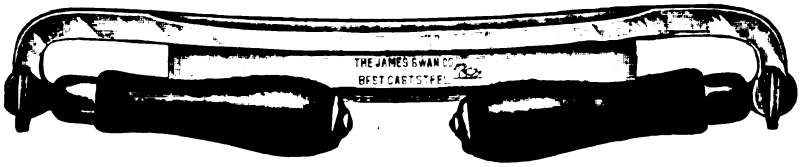
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGURS



CHISELS
DRAW KNIVES





NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses:

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

Digitized by Google

SAWS

When a Hardware Dealer sells a Simonds Saw he is assured that the customer will be satisfied, because he knows Simonds Saws have stood the test in every part of the world. They are celebrated for their fast cutting and edge-holding qualities, backed by the finest alloy steel.

SIMONDS

Write for Catalog and Terms

Saws are known and used in every clime, and dealers everywhere handle them. In fact, many dealers are now handling the Simonds line exclusively.

SIMONDS MANUFACTURING CO.

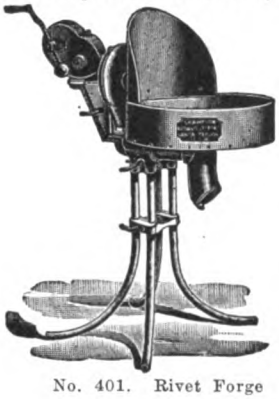
"The Saw Makers"

San Francisco, Cal. **Portland, Oregon** **Seattle, Wash.** **Vancouver, B. C.**

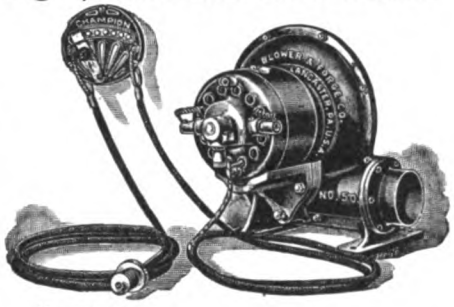
Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

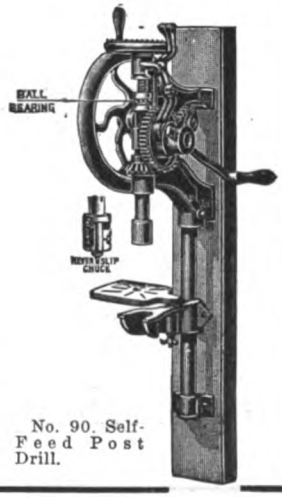


No. 401. Rivet Forge

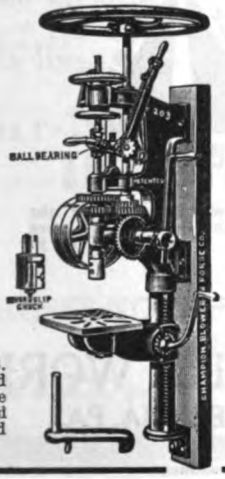


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 90. Self-Feed Post Drill.



No. 203. Self-Feed and Double Compound Lever Feed Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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CRESCENT TOOLS



Hamr-Handl Display Easel

Heavy Cardboard. Size, 13 x 10 in. Weighs only 2¼ lbs., mounted with the two Screw Drivers.

Crescent Hamr-Handl Screw Driver

Drop-forged, Hardened Oil-Tempered, Nickel-Plated.

THE Hamr-Handl provides the irresistible leverage needed to drive a large screw into hardwood. A strong spring holds handle firmly in place in either position.

A New Article of Great Utility Attractively Displayed

Above Easel sent free with Assortment DB-4 comprising:

¼ dozen K-24 4-inch Blade, list 65c. each
¼ dozen K-25 5-inch Blade, list 70c. each
¼ dozen K-26 6-inch Blade, list 75c. each
List Price of Assortment, $6.30

Order Assortment DB-4 from Your Regular Jobber, or Write to

Crescent Tool Co.
Jamestown, N. Y.

Remove Stock Rapidly and Smoothly

FILES OF QUALITY

"The

DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK
DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

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BUR-NOR
TRADE MARK



No. 100

At Real Hatchet for Packers

IN packing and shipping rooms and other places of similar nature, where hatchets are subjected to hardest usage, the unusual durability and strength of the Bur-Nor Special Packing Hatchet make it most welcome.

The riveting of the handle to the head is done under heavy pressure, making it impossible to come loose. The hollow steel handle itself is heavily reinforced. The high carbon steel blade is oil tempered, holding a fine cutting edge.

You can be sure of giving full satisfaction when you sell this Hatchet. It is only one of many made by us.

Place an order now, or write today for catalog of our complete line.

Bur-Nor All-Steel Hatchets

BURGESS-NORTON MFG. CO.
GENEVA, ILL.

851 Pacific Bldg.....San Francisco
1603 L. C. Smith Bldg.....Seattle

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

The LUDLOW-SAYLOR WIRE CO.

ST. LOUIS, MO.

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THE BRIER HILL STEEL CO.

MANUFACTURERS

Washed Metal, Basic and Bessemer Pig Iron, Low Phosphorous Pig Iron, Forging and Re-rolling Billets, Slabs, Sheet and Tin Bar

PLATES and BLUE ANNEALED—12 Ga. to 2″ Thick
Rolled on 84″ and 132″ Mills

SHEETS—Blue Annealed, Black and Galvanized
10 Gauge and Lighter

Formed Roofing and Siding, Special Finish Sheets for Automobile and Furniture Manufacture. Deep Drawing Stock, Etc.

TRADE MARK QUALITY THE BRIER HILL STEEL CO YOUNGSTOWN OHIO SERVICE

PICKLED STOCK
2 inches Thick and Lighter
72 inches Maximum Width
222 inches Maximum Length

General Offices: Youngstown, Ohio

DISTRICT OFFICES: New York, Chicago, Philadelphia, Cleveland, Kansas City, Lynchburg, Pittsburg, New Orleans, Salt Lake City, San Francisco, San Antonio.

EXPORT AGENTS:
Consolidated Steel Corporation, New York City

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

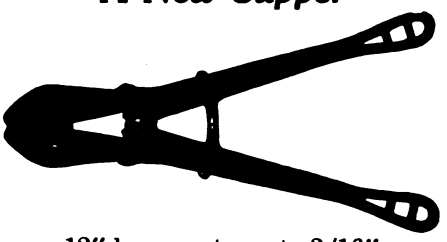
F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

PORTER'S

New Easy Bolt Clippers

Look!
A New Clipper



12″ long; cuts up to 3/16″.

The low price will sell it over the counter. No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

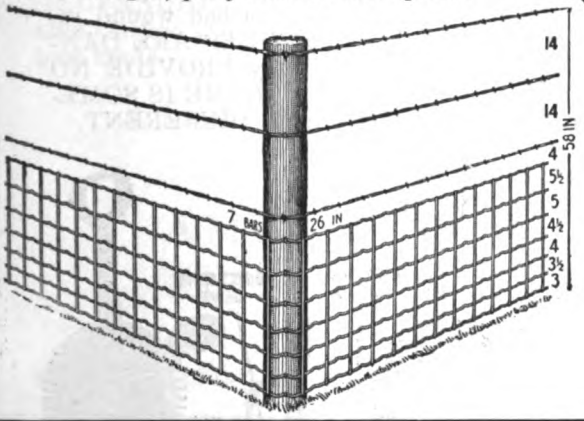
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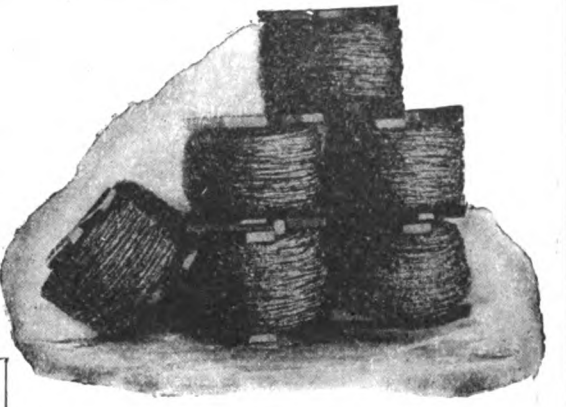
"Pittsburgh Perfect" Barbed Wire

made exclusively of

"Pittsburgh Perfect" Open Hearth Steel

Uniform gauge and homogeneous quality is assured because we control the manufacture from the ore to finished product. Barbs evenly spaced; two and four point, round, half-round and flat. Put up in catch weight, pony and 80 rod spools.





Pittsburgh Steel Company

General Offices, Pittsburgh, Pa.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.
Northern California and Nevada

WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Tellew Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

MAYHEW MADE TOOLS ARE RIGHT

No. 811 Small Screw Drivers on an Easel

Put this display easel on your show case. Surprise yourself at the number of miniature screw drivers you sell. These are regular Mayhew quality, modestly priced. They have tool steel blades **hammer forged,** nickeled ferrules, hard-wood handles. Just the thing for electricians and for household use in repairing clocks, magnetos, sewing machines and typewriters.

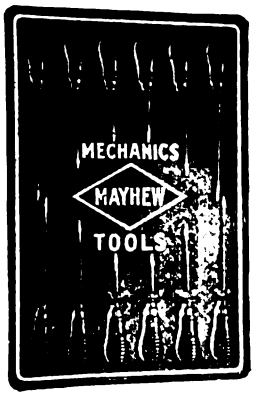
Order a two-dozen carton today.

At your jobbers — or

MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York

No. 811 Small Screw Drivers

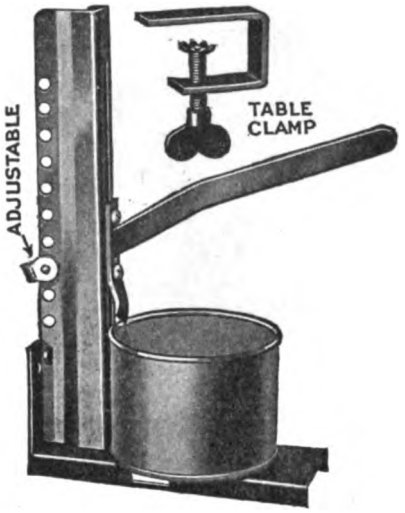
508 Mission Street, San Francisco



"Every blow of the hammer refines the steel"

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MAKE 1921 A BANNER YEAR



OPENS CANS OF ANY SIZE OR SHAPE

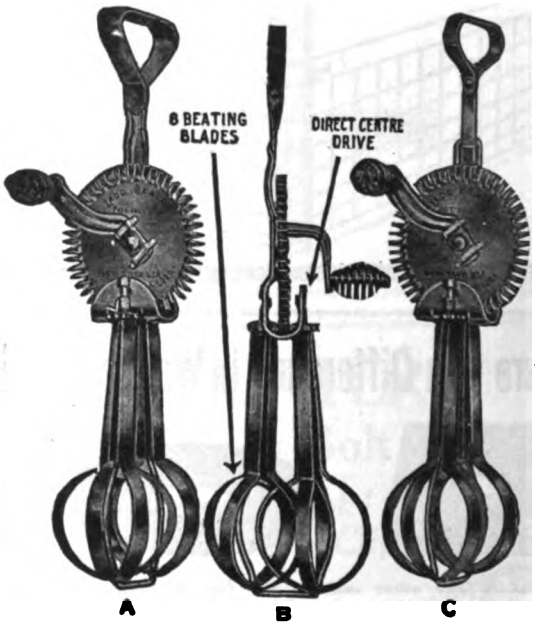
Saturn Stationary Can Opener

It's surprising the great number of accidents daily occurring through the use of old-style can openers. Last week a live man 35 years old called upon us to see this article. We asked him why so much interested. He showed us his right hand, which had a bad flesh wound, made in opening a can and though well treated, it was a bad wound indeed. OLD STYLE CAN OPENERS ARE DANGEROUS, INEFFICIENT: they PROVIDE NO PROFIT TO DISTRIBUTORS. HERE IS SOMETHING ENTIRELY NEW AND DIFFERENT.

Ladd All-Steel Beaters

3 Sizes---For All Requirements

At the beginning of new and vigorous up-lift in business, dealers must be thoroughly alive to the requirements of their trade. This country has not gone back to knick-knacks and NEVER WILL. These BEATERS, CANDIDATES FOR EVERY HOME, are HEAD AND SHOULDERS in QUALITY above anything for these purposes made anywhere in the world. So PROFITS must be LIBERAL and THEY ARE. SATISFACTION MUST RESULT from their use and IT DOES. Your BEST SERVICE goes along with their sale and DUE TO THEM, you are always remembered.





LADD
Mixer-Churns

LADD MIXER CHURNS—1 qt.—2 qts.

A little lower now—Are superior to anything yet made for their purposes, being 3 ARTICLES IN 1; in fact, the KITCHEN'S MOST USEFUL UTENSIL.

SATURN REELS (Clothes-line)

Every house wants these and LOOKS TO YOU (we don't want mail orders) TO SUPPLY THEM. As handy as can be.

NOT IN 10c STORES

JOBBERS the world over and US

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Building, San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Washington
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Temple Court Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon



SATURN
Reels
Clothes-Line

UNITED ROYALTIES CORPORATION

1133 Broadway, New York

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

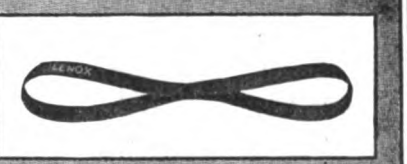
The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



"LENOX"

HACK SAWS BAND SAWS





AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

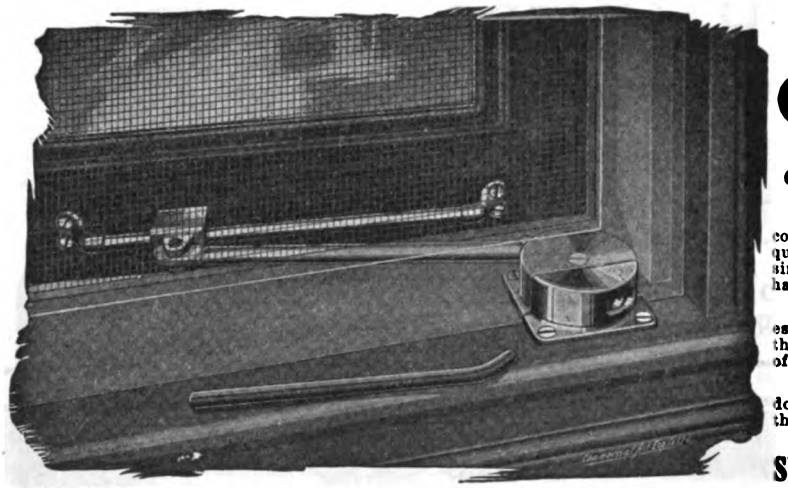
Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.
Exclusive Pacific States Representatives



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



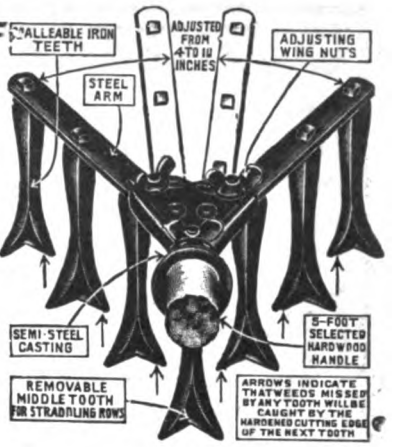
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Garden Tool Sales

Are Getting Better

The mounting H. C. of L. will make more people turn their back yards into gardens this year than ever. That means tool sales for you—**Gilson tool sales,** for Gilson Guaranteed Tools are so handy that they sell on sight.



The Liberty Cultivator

Illustrated in detail above, and in both wheel and hand models below, loosens the soil and destroys the weeds in one operation. Requires no downward pressure—is adjustable from 4 to 10 inches in width, with center tooth removable for straddling row. **Sells on sight.**

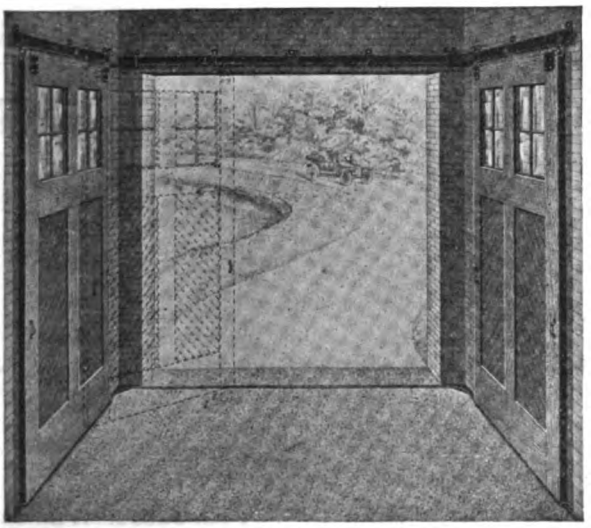
Write for descriptive literature and prices on our complete line, including the wonderful Gilson Triplex.



J. E. Gilson Co.

Port Washington, Wis.

Where Garage Doorway Space is Meagre



and your customer wants doorway equipment that will operate his doors in tight quarters, easily, conveniently and at the same time provide a substantially handsome and permanently economical doorway for his garage, you can please him with

CORNRWISE

Garage Door Hardware

a unit of the famous R-W line

Operates the door, or doors, inside the building, closely around the corner to an open position against the side wall.

Adjustable hangers preclude sagging, doors operate easily and "CornR-Wise" hardware lends itself to an architecturally attractive and permanently satisfactory garage doorway.

Write for Catalog HA-22

Equipment and doorway arrangements clearly and fully shown in handsomely illustrated catalog of "Distinctive Garage Door Hardware," also other interesting garage door equipment.

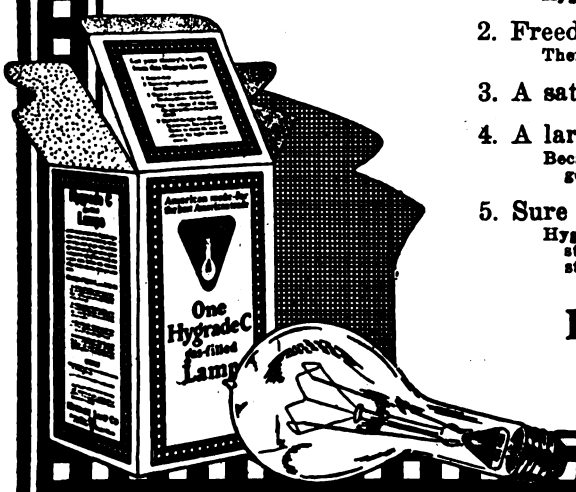
RICHARDS-WILCOX R&W AURORA

Richards-Wilcox Mfg. Co.

CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA AURORA, ILLINOIS, U.S.A. CLEVELAND — INDIANAPOLIS — LONDON, ONT BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO

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Licensed under the General Electric Co.'s Tungsten Lamp Patents.



5 Advantages
To the Dealer Who Sells Hygrade Lamps

1. Freedom from contracts and agency agreements.
   Hygrade Lamps are sold outright at direct sale.
2. Freedom to sell at his own price.
   There are no resale restrictions on Hygrade Lamps.
3. A satisfactory profit on every sale.
4. A larger volume of business.
   Because the Hygrade selling plan enables the dealer to go after business and get it.
5. Sure repeat orders.
   Hygrade Lamps are not only made up to a very high standard, but they're persistently kept up to that standard all the time.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

"YANKEE"



No. 1251 Length 13 in. Over All

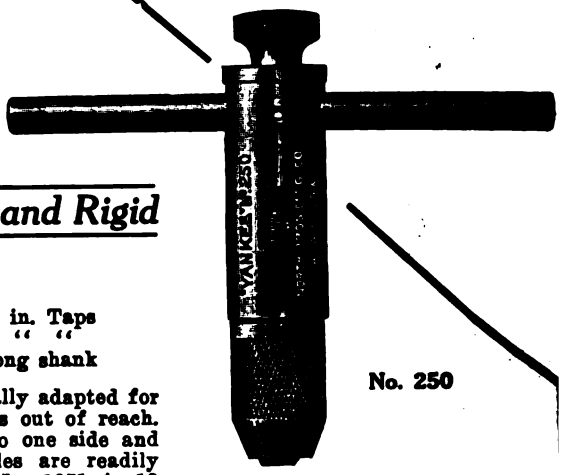
TAP WRENCHES

Right and Left Hand and Rigid

THREE SIZES

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall, giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.



No. 250

Your Jobber Will Supply You

NORTH BROS. MFG. CO.
PHILADELPHIA, PA., U. S. A.

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MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

THE UTILITY LINE

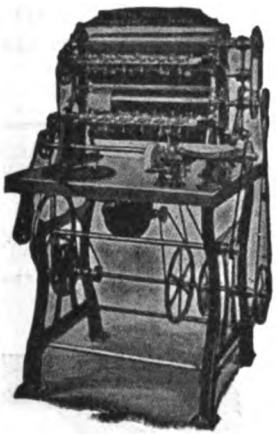


No. 40 Portable Outfit

Write for
Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.

Never Were Safety Razors in Such Great Demand



Pick up a newspaper or magazine and you'll find about ten advertisements of Safety Razors to one of ordinary razors.

Your own sales of razors and extra blades will tell you that the modern Safety Razor is here to stay.

Are you taking full advantage of the situation? Do you realize that men are not throwing dull blades away, but are taking them to stores that have installed the

Hatfield COMPLETE SHARPENING Machine

and having them sharpened over and over.

All we ask is that you give us the opportunity to prove to you that stores using Hatfield machines are making from $40 to $80 per week according to location and number of machines used.

Write us for the facts.

HYFIELD MFG. COMPANY
21 Walker Street, New York City

The SAVAGE Repeating Shotgun



Is Ready For Your Trade

The Savage Repeating Shotgun—the gun you've been waiting for—the arm that completes the Savage Line—is ready for you.

There was a demand for a Shotgun which would combine in design and workmanship, in convenience and reliability, in safety and performance, the Savage Quality to which Shooters and Distributors have so long been accustomed.

And there was only one way to make good—to produce a Shotgun that could honestly take its place with the Savage Line of Rifles and Pistols—a quality arm for a quality line.

Do not fail to stock this Savage—the most up-to-date Shotgun on the market today.

You will find that there is a big demand for this gun **now**.

Write us for descriptive matter and illustrated booklet on this new Model.

POINTS ON THE NEW SAVAGE REPEATING SHOTGUN

Positive top tang safety—when gun is not cocked, safety cannot be applied, thus serving as an indicator that gun is not cocked.

Cannot be taken down with live shell in the barrel.

Magazine tube and action bar may be locked when taken down by turning down the magazine lever.

Impossible to turn the magazine into locking position unless the magazine tube is fully home, thus preventing looseness between barrel and receiver and insuring the proper sequence of takedown and assembling operations.

Steel ferrules at both ends of action slide handle, giving increased strength and rigidity.

SPECIFICATIONS

Model 1921 Savage Repeating Hammerless Solid Breech, Solid top-side ejection, take-down, standard 12 gauge, 30 inch High Pressure Smokeless Steel Barrel, Pistol Grip, Positive top tang, safety, moving parts enclosed, receiver channelled, and matted in line of sight, weight 7½ pounds. Regularly furnished in 30 inch barrel, full choke or with 26, 28 and 32 inch barrels, either modified choke or cylinder bore when specified.

SAVAGE ARMS CORPORATION
UTICA, NEW YORK

Executive and Export Offices: 50 Church St., New York

Owners and Operators of
J. Stevens Arms Co., Chicopee Falls, Mass.

SAVAGE

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Dependable Tools





Dealers! You will find the Buffalo Tools a profitable addition to your line.

Buffalo Blacksmith Tools are dependable, accurate and serviceable—they represent the product of over forty years of experience.

Our advertising department is at your service. We will be glad to furnish cuts or advertising literature and to help you at all times with your catalog or advertising copy.

Write Dept. 37 for more information.



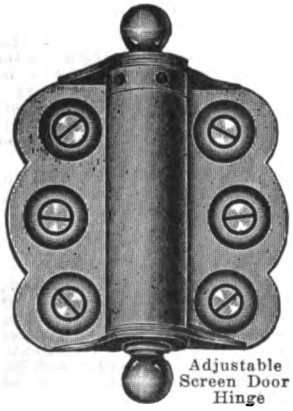
BUFFALO FORGE COMPANY
BUFFALO, N. Y.

"Buffalo"



SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Adjustable Screen Door Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

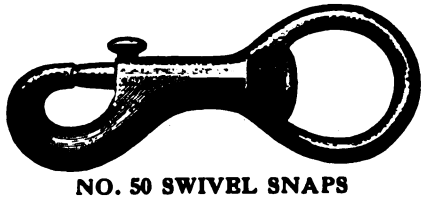
POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

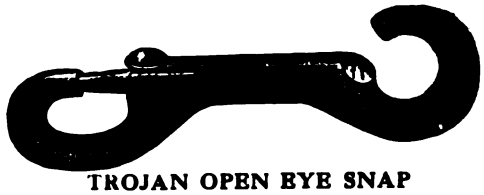
SNAPS

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

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HARGRAVE TOOLS HARGRAVE



Pin Punches
Solid Punches
Prick Punches
Center Punches

THEY SATISFY THE MOST PARTICULAR MECHANIC

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS."

Cold Chisels
Cape Chisels
Dia. Pt. Chisels
Rd. Nose Chisels

YOUR JOBBER CAN SUPPLY YOU

The Cincinnati Tool Co.
"Montgomery Rd."
CINCINNATI, OHIO

A. C. RIDDELL, Pacific Coast Representative
Higgins Bldg., Los Angeles, Cal. Marvin Bldg., San Francisco, Cal.

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

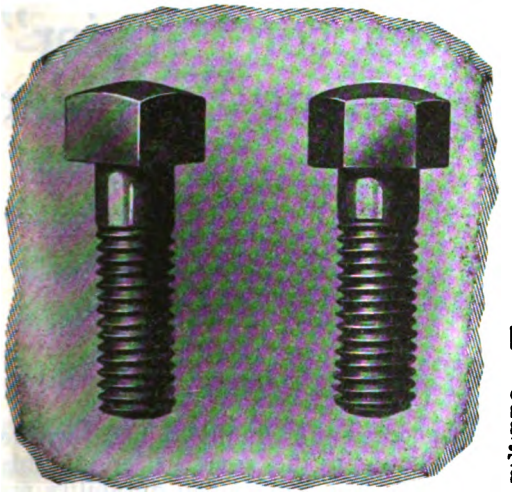
Hundreds of thousands in use and giving perfect satisfaction.

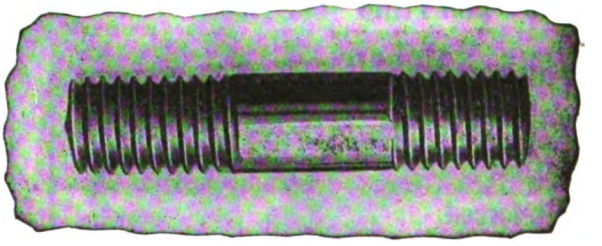
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FULLY GUARANTEED

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Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.



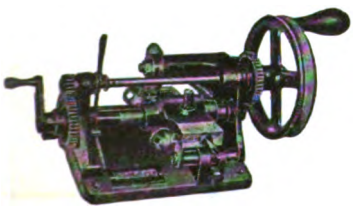


WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

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Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
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With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan

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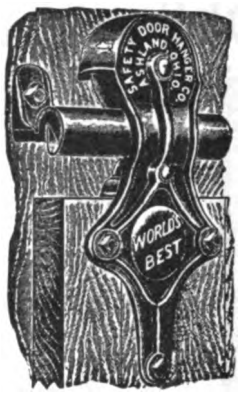
MYERS SPRAY PUMPS AND ACCESSORIES

Are representative of the rapid advance and splendid improvement in the means and methods of applying spraying mixtures made during recent years. Each style and size is the result of long years of pump building experience — its worth has been thoroughly tested and proven, and when properly used, is guaranteed for efficient and economical application of spraying mixtures. Now is the time to place stock orders—we will gladly send you our latest prices and terms.

F. E. MYERS & BRO.
Ashland, Ohio



OTHER IMPORTANT MYERS PRODUCTS
PUMPS for EVERY PURPOSE
HAY TOOLS and DOOR HANGERS



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it

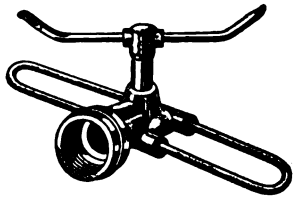


SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
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THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

Thompson "Junior" Revolving Sprinkler



The "Dollar-Seller"

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

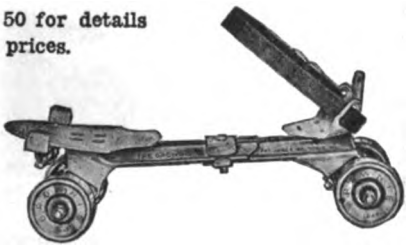
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Goods Made by [G] are Made to Please

Brownie Ball-Bearing Roller Skates

Bridge-like extension truss, easily adjustable from 6½ to 11 inches. Built to support the heaviest adult skater. Anti-friction ball bearings carried in a double race—give twice the ease of motion—are self contained. Stock a few pair and increase your profits. A demonstration assures you a quick, easy sale.

Write Dept. 50 for details and prices.



F. D. Kees Mfg. Co. Beatrice, Nebr.

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS EVERYWHERE

COBBLER SETS



LEADER
The Right Kind for You to Handle

STAR HEEL PLATES



FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS

THE BEST MADE



Empire Guaranteed

OUR PRICES ARE RIGHT, TOO

WRITE FOR CATALOG No. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.
Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah



THE PACKHAM
Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

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Slaymaker Padlock

FOR AUTOMOBILE TIRE CARRIERS



No. 1098

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. **Adjustable** to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

Made only by

SLAYMAKER LOCK COMPANY

Lancaster, Pa., U. S. A.

A. C. RIDDELL, Western Sales Manager
Higgins Bldg., Los Angeles

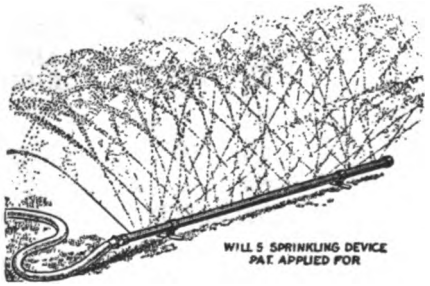


Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1919."

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

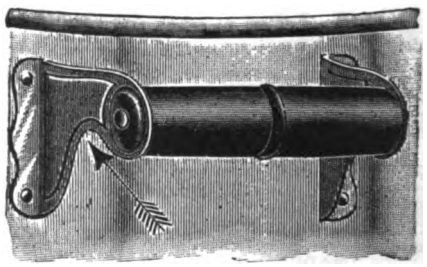
Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

2110 FLORENCE AVE. LOS ANGELES

Keystone Boiler Handles



No. 1, Regular size for oval boilers.

No. 2, Regular size for square boilers.

No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed.

Send for samples.

BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory, 110-114 Broad Street

PHILADELPHIA

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Works Clean Fast, and Saves Money



Large surfaces are easily and quickly kept smooth and even by the

Stearns Floor Scraper

Wheel tracks, wavy effects, ruts, gouges disappear when this sturdy and economical machine becomes the "boss of the floor." It gets into the nooks and crannies, close to the wall. Rubber tires, movable handle. Double-edged, high grade, carbon-tempered steel scraper knife—a sharp edge always. Fine floors, profit and greatest satisfaction come from the use of the Stearns Floor Scraper.

E. C. STEARNS & COMPANY
155 Oneida Street Syracuse, New York

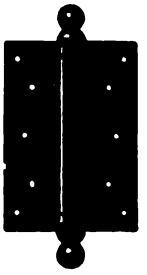
ONLY

BOMMER

DOUBLE ACTING SPRING BUTT HINGES

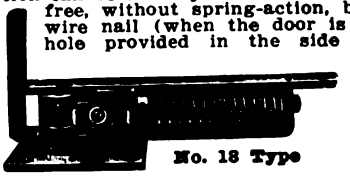


have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.

OHLEN-BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

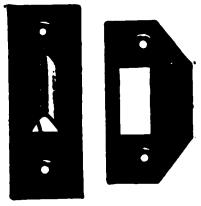
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—Made by—

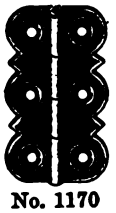
THE OHLEN-BISHOP CO.
The Master Saw Makers
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS



No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord Shade Cord
Clothes Lines Masons' Lines
Solid Braided Rope Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. BOWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

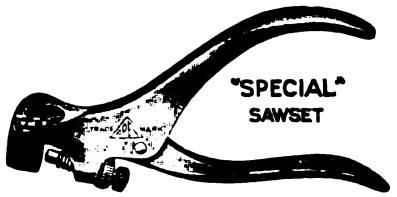
"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street New York
120 West Lake Street Chicago

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The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

CHAS. MORRILL

104 Lafayette St., - - New York, N. Y.

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

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HIGHEST HONORS AWARDED BY

PANAMA PACIFIC INTERNATIONAL EXPOSITION GRAND PRIZE

ALASKA-YUKON PACIFIC EXPOSITION GRAND PRIZE

SAGER PATENT CHEMICAL CROCKED AXES BULL DOG LOGGING TOOLS

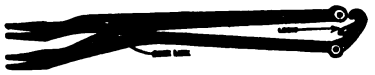
WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN.

Forged Steel Automobile Tools

VALVE LIFTERS Natural Forge Finish



No. 1—Fav-Oh-Rite, 12 inch. List, dozen.....$24.00

TIRE TOOL Bright Finish



No. 250—Thor, ⅞x⅝x16. List, dozen.....$4.00

COMBINATION SIDE CUT PLIER
Hardened and Tempered Jaws



	6-in.	7-in.	8-in.
No. 118 Black, List, doz....	$14.50	$12.00	$18.60
No. 632 Pol'd, List, doz....	18.00	19.80	21.00

BIG BULLY DRIVER Blade through the handle.

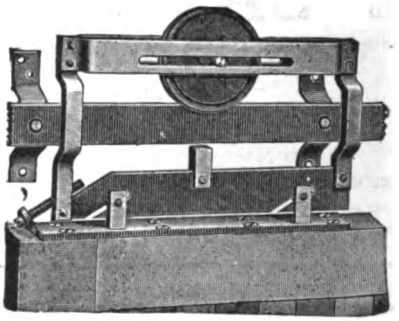


No. 800 Oct'g Blade 7-16x8. List, dozen.....$9.00
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Are most extensively used to-day—because they have no superior, and the same quality today that originally commended them for the best work. Our catalog shows full line of Barn Door Hangers also.

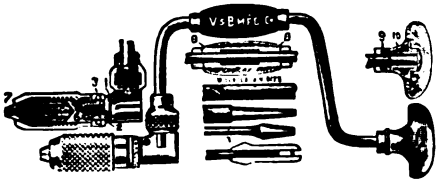
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River Street, - - Poughkeepsie, N. Y.

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VAUGHAN'S
Vanadium Supersteel Braces



Vaughan's Patented Ratchet Brace No. 222

These Braces embody radical improvements over ordinary braces. The patented key construction of the socket frame is a positive remedy for the chuck working loose. Vanadium Supersteel milled jaws hold all bits up to ½-inch.

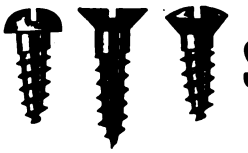
Nickel-plated—walnut handle—ball bearing. Four numbers, 8 to 14 inch sweeps. Your jobber will quote, or write for full catalogue.

VAUGHAN & BUSHNELL MFG. CO.
For Over 50 Years Makers of Fine Tools
2114-2138 Carroll Ave. - - - Chicago

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THE SLOTS ON OUR SCREWS AND BOLTS ARE CLEAN, UNIFORM AND FREE FROM BURRS

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BOLTS, NUTS, RIVETS, BURRS
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Built up to a standard for over 40 years, Reddick Wire products—brass lacquered and rust proof—are favorites with your trade.

Reddick "Folding Brass" Doll Beds and Cradles are year 'round toy sales. Reddick Mole Traps, Champion and Sholder Scoops, and Reddick Wire Flesh Forks have a buyer appeal.

Order now from your jobber or direct.

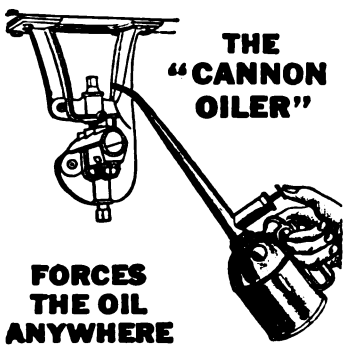
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The body is made of wrought iron, the face of highest grade crucible cast steel.

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Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

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First Aid to Industry



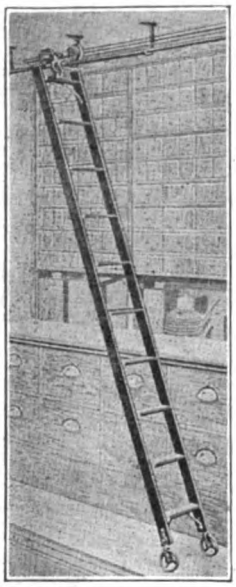
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Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

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Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

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AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

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1852 TROY, N. Y. 1921

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With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

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YOST GEARLESS MOTOR WASHERS

are the Ideal Family Christmas Presents. They make Happy Homes.

This is an ideal time to make a drive on Practical Holiday Purchases. Alertness to this opportunity means Increased Profits for Active Dealers.

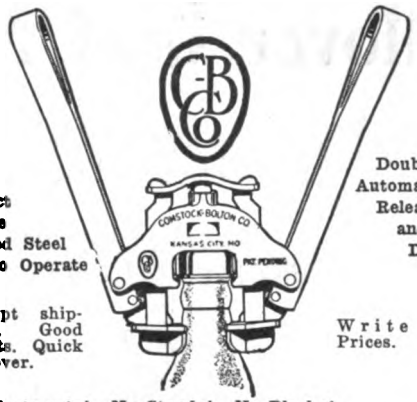
We wish you a most satisfactory Holiday Trade, a Merry Christmas and a more Prosperous New Year.

The Yost Gearless Motor Company
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"C-B-CO." Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
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Double Levers
Automatic Plunger
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Prompt shipment. Good profits. Quick turnover.

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Just cap the bottles as they stand!

"CAPS THEM ALL"



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Manufacturers Household Specialties
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Catches Flies Where Others Fail

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MAIL US YOUR IMPORT ORDER

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This is the trap you'll want to stock if you get the most out of your fly trap business.

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Rope, or any other manufactured article is judged, like people, by service rendered.

It is always a pleasure to advertise good goods, because when people are never deceived, the next ad. attracts thoughtful attention.

No better Pure Manila Rope made than

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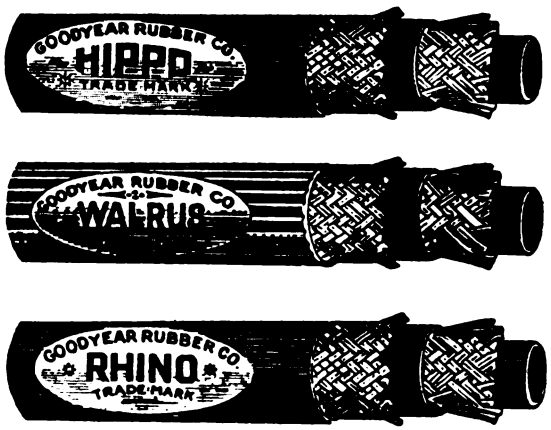
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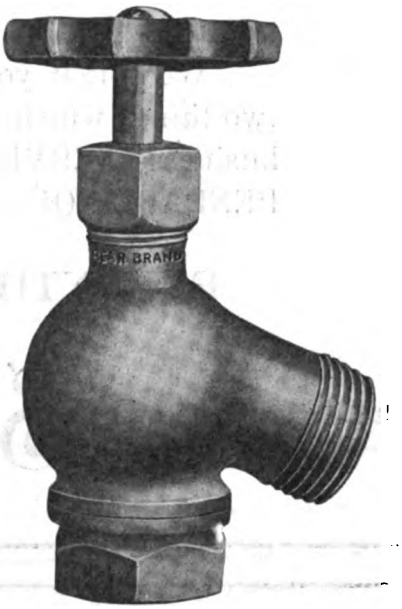
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BEAR BRAND Garden Valves



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RED METAL, PERFECTLY MACHINED
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Valves that will stand the hardest usage

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IN ALL THAT THE TERM IMPLIES

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The Salt Lake Hardware Co.

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We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

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Push Quality lines for Quality results—merchandise of guaranteed merit, from a house famous for its service.



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Hardware and Implement Underwriters
OF
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IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

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50% OF PREMIUMS

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the minds of those who measure
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THE LUFKIN RULE CO.

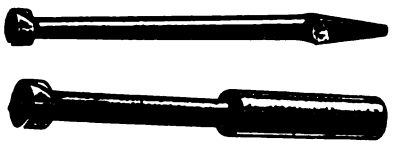
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"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

2-in-1 Washing Machine

Electric or Power—A Machine That Sells and Stays Sold

Washes : Rinses : Wrings

All three with the same power and mechanism.

Has less parts than any other washer—no exposed gears or belts. All working parts enclosed.

No dangerous rocker arms.

No machinery on top or down the sides.

Only two gears under the machine.

A push button controls all mechanism from any position.

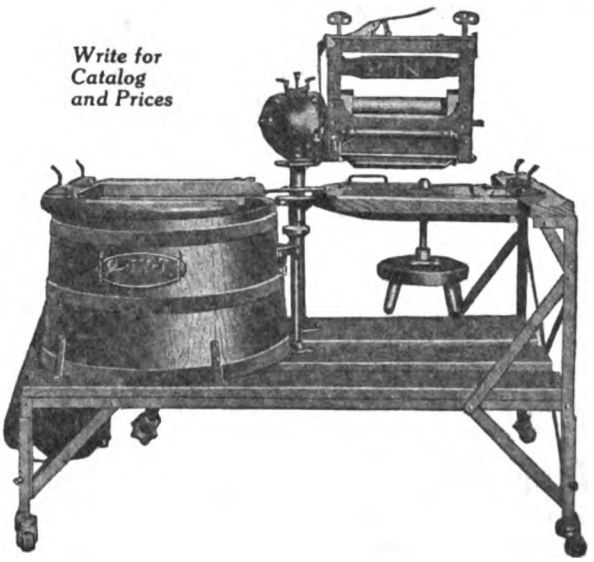
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Wringer swings entire circle and can be used in four different positions. Can be lifted off or swung around when rolls are running, without removing nuts or screws.

Machines are finely finished and the price is right.

We want a good live agency in every town.

Write for Catalog and Prices



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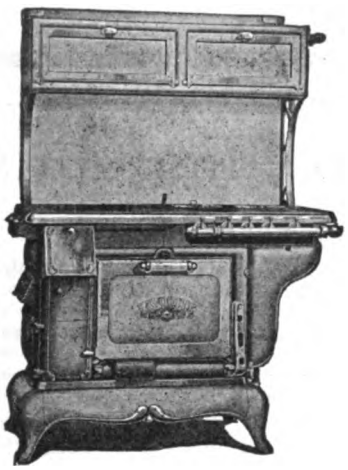
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BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

EXCLUSIVE AGENTS

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10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible —will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

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Do Not Buy Oil Heaters



FOR

1921

Until you have received quotation from

A. T. LLOYD

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Miller Heaters

LOW { Price / Oil Consumption

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YOUR SAMPLE IS READY. May We Send It?

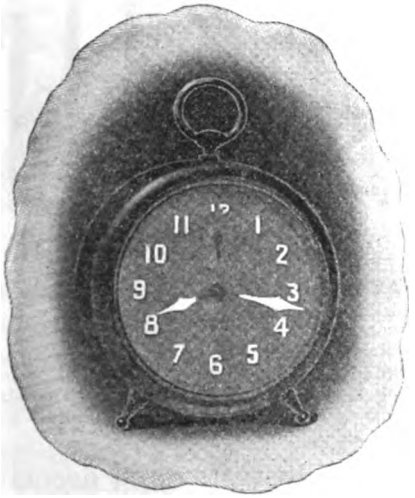
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Monadnock Bldg., San Francisco

A. T. LLOYD, Pacific Coast Sales Representative

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California



No. 2843

Big Profits

for Dealers who sell this 3-Service

Spark Range

Burns Coal, Wood or Gas, Separately or Together

Has three independent ovens—operatable singly or together—at different temperatures.

This compact, ultra-serviceable Spark Range is only 38 inches wide, 26 inches deep—made of rust-resisting steel. Nickel, glass and enamel trimmings. Oven thermometer. Has two overhead gas ovens. One will hold 18-lb. turkey, the other (closed) broils or boils. No fumes in the house—only takes room of two kitchen chairs.

A Range that sells itself because of attractive appearance and unique utility features. Guaranteed for five years.



If your locality is not represented write for the Exclusive Agency for this Spark Range—The Stove of the Future.

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Hammer-Bray Co.

Oakland California

In a Daylight Plant—the finest stove plant in the west

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624 Tillamook St.	42 Pike Street	332 South Spring

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Hay Carriers, Forks and Fixtures

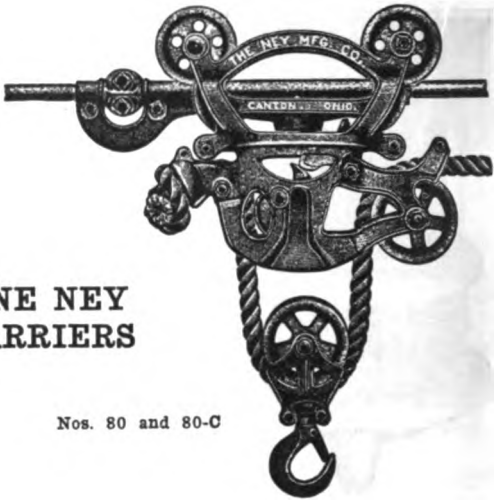
Place Your Orders Now for Spring Delivery



Nos. 180 and 185

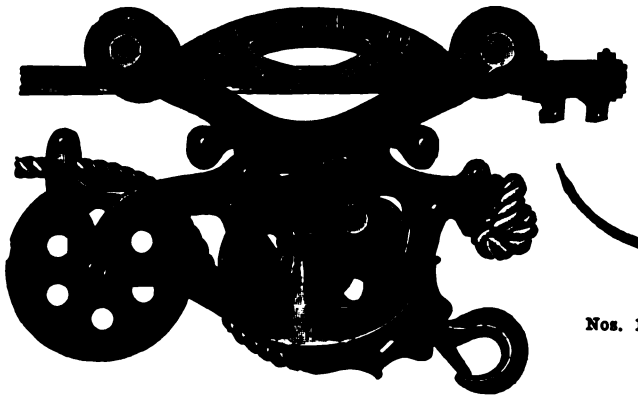
Extra heavy, open throat, swivel reversible. To run on 4x4 in. wood track. Malleable iron throughout, aluminum finish, gravity lock, hoisting block locks automatically. Sheaves are 7 in. diameter and revolve on large turned steel roller bearings.

GENUINE NEY HAY CARRIERS



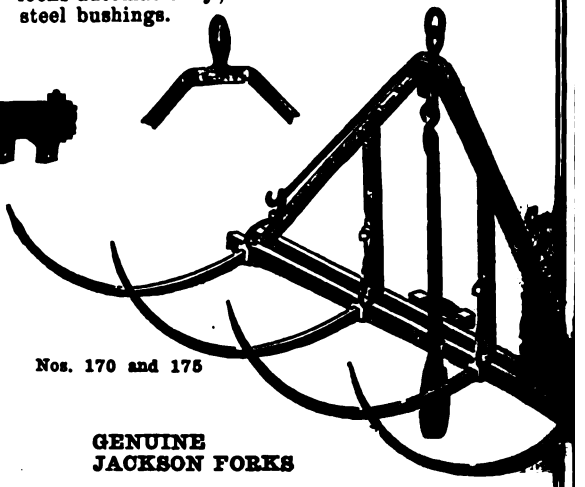
Nos. 80 and 80-C

Open throat, swivel reversible. To run on ½, ⅝ or ¾ in. wire rope. Malleable iron throughout, aluminum finish, gravity lock, hoisting block locks automatically; all sheaves revolve on turned steel bushings.



Nos. 170 and 175

Extra heavy, open throat, swivel reversible. To run on Ney's double angle steel track. Malleable iron throughout, aluminum finish, gravity lock, hoisting block locks automatically; sheaves 7 in. diameter and revolve on large turned steel roller bearings.



Nos. 170 and 175

GENUINE JACKSON FORKS

Manufactured by Byron Jackson Iron Works. Tines of best quality spring steel, drop forged latches, wood parts of clear hickory, bolted and riveted together. Bail is extra strong with drop forged eye.

Our General Catalog No. 66, Pages 326 to 330, illustrates and describes a Complete Line of These Goods

Wholesale Distributors

DUNHAM, CARRIGAN & HAYDEN CO.

SAN FRANCISCO, CALIFORNIA, U. S. A.

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THE NAME BEHIND THE TIRE

WHEN you ride on G & J Tires, you roll on miles of road without delay or mishap.

"The Name Behind the Tire" is the power behind the throne that says G & J Tires give service plus *service.* And the makers put quality material and workmanship into the making to *deliver* that service.

G & J Tires are springy and spunky. They blot out bumps. As you drive along you have confidence in "The Name Behind the Tire," satisfaction in the banishment of tire trouble.

G & J Tires pull your cost per mile right down to rock-bottom.

The G & J Cord Tire is a product of the highest development in tire-making skill. Other G & J Tires are the famous "G" Tread and the G & J "Stalwart."

Prices Guaranteed to May, 1921

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Baker, Hamilton & Pacific Co.
SAN FRANCISCO



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of the
Leyse Aluminum Company

H. J. GUTE & CO.

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FACTORY REPRESENTATIVES

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Priscilla Ware
Speaks for itself



You Owe It to Yourself

to investigate Priscilla Ware and you must SEE the line in order to appreciate its real value to YOU as a merchandising proposition.

You can buy this high grade line of aluminum ware at prices that will make the line highly profitable to you.

Leyse Aluminum Co.

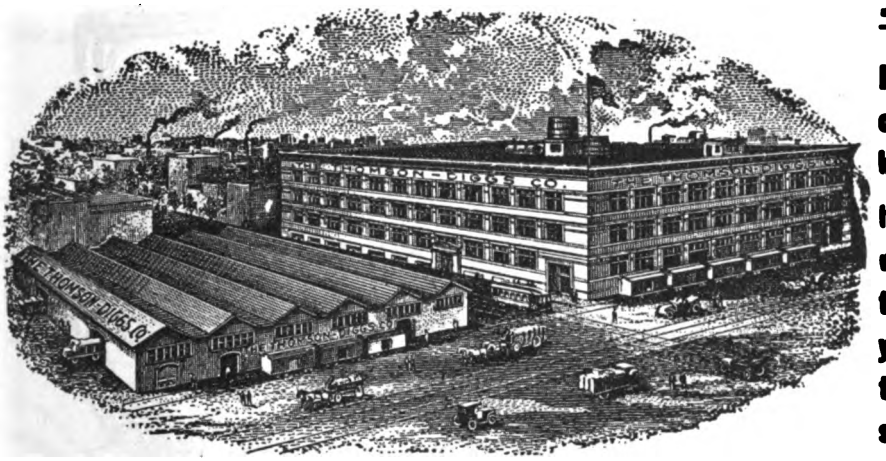
KEWAUNEE, WISCONSIN

Western Representatives, H. J. GUTE & CO., 150 Post Street, San Francisco, Cal.

Priscilla Ware
Speaks for itself

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE
BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI



"THE BENJAMIN"
A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES PROFITS SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco

1880 FORTY YEARS 1920

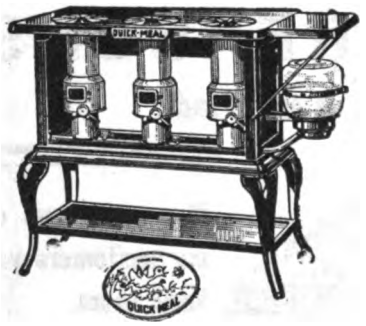
EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

CUTLERY

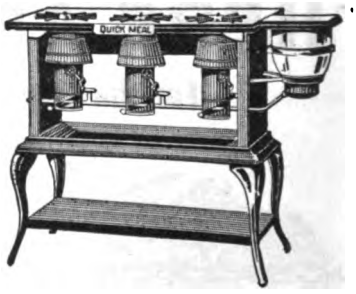
ADOLPH BLAICH, Inc. - - 693 Mission Street, San Francisco, Cal.

Wholesale Only *Samples and Prices on Request*



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of COAL RANGES

We also carry a large line of GAS RANGES

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A Peters G. A. H.

One of the most notable features of the Grand American Handicap was the great number of shooters using

The Ⓟ Brand

and the number of events won or tied with these shells made it look like a Peters week

Ⓟ Brand Plums include the following:

PRELIMINARY HANDICAP
H. K. MITTON, of Colorado, won this event from 19 yards. He dropped his first bird and then went 99 straight and 25 straight in the shoot-off.

JUNIOR CHAMPIONSHIP
TEDDY BEEM, JR., of Illinois, made the old timers open their eyes by breaking 48 x 50 and 23 x 25 in shoot-off, winning the Championship.

THE AMERICAN AMATEUR CHAMPIONSHIP AT SINGLE TARGETS
OSCAR HANSON, of Nebraska, broke 197 x 200, tying for the Championship.

THE AMERICAN PROFESSIONAL CHAMPIONSHIP
"POP" HEIKES, the Daddy of them all, kept up his old time G. A. H. pace and broke 195 x 200 from 18 yards, tying in this race.

THE GRAND AMERICAN HANDICAP
Shooting from 23 yards Woolfolk Henderson smashed 97 x 100 in the big event.

CLASSIFICATION TROPHIES
Class B. R. C. MILLER won with 99 x 100. Class D. H. F. BOPP (tie) score 97 x 100.

Stock Peters Shells this Fall. They'll bag the game as they have broken the clay birds.

The Peters Cartridge Company - - Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO
PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO
MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR

Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO. - 620 South Hill Street, Los Angeles, California

The BIG FOUR Stropper

For Gillette Blades



Manufactured by
The Novelty Stropper Co.
New York

For Sale by your Jobber

Best for customers
Best for your profits

Western Sales Representative
W. H. WILBURN
602 Williams Building
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Dealers, Attention!
JOE WELSH
Genuine Leaders
Knotless, strong, invisible, can be had from your jobbers in Fishing Tackle.
Good in Fresh or Salt water—a size for every fish. Send for sample cards of the 6 sizes free on application.



OK SEAL OF QUALITY

JOE WELSH
PASADENA - CALIFORNIA
Exclusive Agent U. S. and Canada

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DUPLEX
FIRELESS STOVE

Wherever There's a Kitchen Cabinet There Should be a Duplex

A kitchen cabinet is a wonderful convenience for it saves many steps and many minutes.

But think of the hours saved by a Duplex Fireless Stove. **Hours** away from the kitchen. Time, food and money saved. A Duplex Fireless Stove is more than a convenience—it is a necessity.

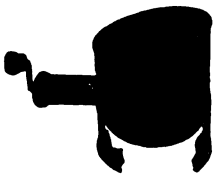
Thru Duplex national advertising, thousands of women are reading the story of Duplex superiority. Many of them are in your territory.

If you are not a Duplex Dealer, it will pay you to write today for our new dealer's proposition. Tell us to put you on the mailing list to receive the Duplex Dealer's Bulletin.



DURHAM MFG. CO.
MUNCIE, INDIANA

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 3718½ W. PICO STREET



GENUINE
HUNTER'S SIFTER
Standard of the World
Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

Big Reduction in Typewriters

We have made the greatest reduction in prices ever known in the history of typewriters, on account of accumulated stock purchased from manufacturers.

Remingtons	No. 10	$55.00
Olivers	No. 9	$45.00
Underwoods	No. 4	$55.00

Graywood Envelope Sealing Machine—New. Cost $35.00—Sell for $20.00

1 Brand New MacRae's Blue Book of American Manufacturers
Cost $10.00—Never Used—Sell for $7.50

Many Other Bargains *Send for List*

H. S. HARTZMAN, 1125 13th Ave., Moline, Illinois

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** WHOLESALERS

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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A Reputation Built on Quality

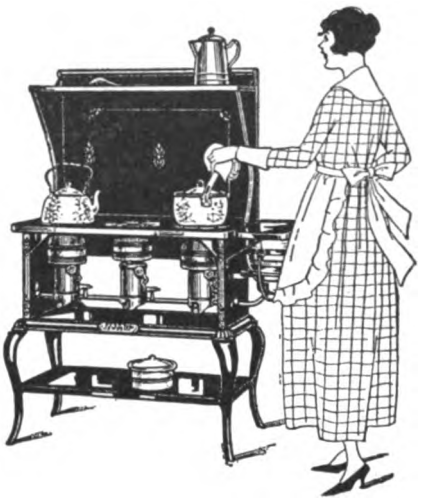
Clark Jewel Oil Stoves are famous because they are good looking and good working stoves.

They are constructed of the best material—made by workmen long experienced in the manufacturing of stoves of high quality.

The High Speed Burners on Clark Jewel Oil Stoves give an even, clean heat, with low fuel consumption.

Clark Jewel Oil Stoves are high quality stoves throughout. We are prepared to demonstrate this beyond question.

Write for your copy of No. 112 Catalog today. Just off the press.



GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Suitable for Factories, Store or School Rooms. It is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade Mark "Boomer" Registered—No. 58228

POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



California Stock Pattern

SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices **Mfgrs. of Cutlery and Cutlery Products** **BOULDER, COLO.**

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This is the NATIONAL COOKER which Interests Every Housewife

The wonderful story of the NATIONAL STEAM PRESSURE ALUMINUM COOKER is reaching over seven million American housewives through page and quarter-page advertisements in the big national publications, such as Ladies' Home Journal, Woman's Home Companion, The Delineator, Literary Digest, Modern Priscilla, Country Gentleman, Good Housekeeping, and others.

Draws Women's Trade

The NATIONAL COOKER will draw women's trade to your store. Every housekeeper wants to see this beautiful, shining, aluminum "wonder-worker," which cooks an entire meal in 30 minutes. Saves fuel, time, labor and food; pays for itself in 4 months.

Prompt shipment — Special discounts — Quick Sales. Ask your jobber, or write us direct.



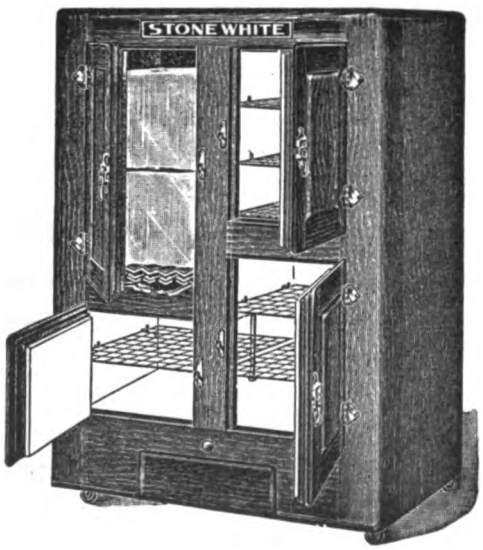
NORTHWESTERN STEEL AND IRON WORKS

Dept. 603

Eau Claire, Wisconsin



WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

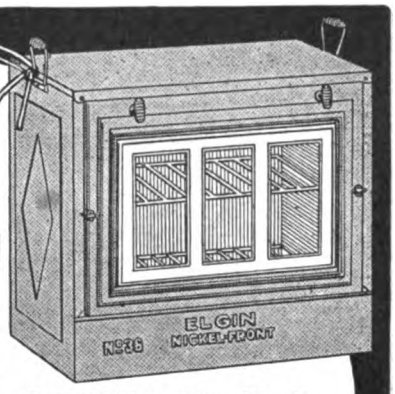
PACIFIC COAST DISTRIBUTORS:

San Francisco.....Dunham, Carrigan & Hayden Co. Portland .....Honeyman Hardware Co.
Sacramento .....Miller-Enwright Co. Seattle .....Schwabacher Hardware Co.

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SOLD

That's The Way The Elgins Go



Showing Elgin Oven No. 36, nickel front. A leader, very handsome, double burner size.

To the housewife who wants a low priced, reliable oven that she can use with an oil cook stove or a gas hot plate and get good results with little fuel.

Let the Elgin Help Boost Your Sales



They appeal to both city and country trade; are a complete line of many sizes; handsome, substantial. Dealers can select just what is best adapted to their particular trade Absolutely unsurpassed in quality. Made by one of the world's largest manufacturers. Ask your jobber or write for quotations, also dealer's helps.

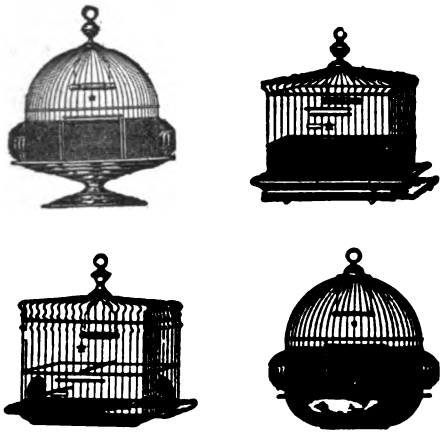
ELGIN STOVE AND OVEN CO.
Elgin, Illinois

TOMORROW NEVER COMES-WRITE TODAY

FACTORY CO-OPERATION FOR OUR DEALERS

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.



RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.
Marion, Ind., U. S. A.

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THE Royal Self Heating Iron

Over 1,000,000 Sales Prove its Worth and Merit. Gives You Good Profit. Satisfies Your Trade.

FREE TO ROYAL DEALERS

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Lithographed Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

Above Selling Helps will be mailed promptly to any Royal Iron Dealer on request

ROYAL SELF-HEATING IRON CO.
575 WAYNE ST. BIG PRAIRIE, OHIO



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

HARRINGTON CUTLERY COMPANY
SOUTHBRIDGE, MASS.

Manufacturers . . . of **DEXTER** *Brand*



HIGHEST QUALITY MADE
FOR SALE BY JOBBERS

Western Sales Representatives
W. H. WILBURN
602 Williams Building San Francisco

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

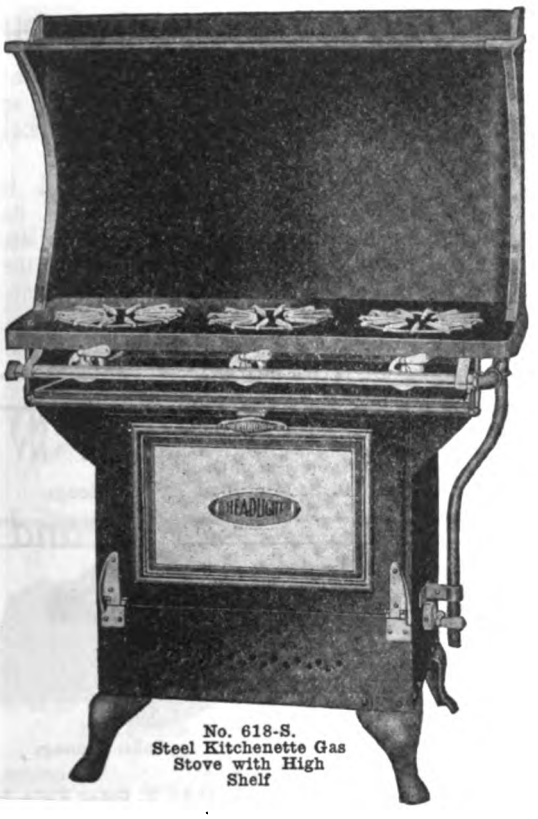
KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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No. 618-S.
Steel Kitchenette Gas
Stove with High
Shelf

The HEADLIGHT Line

IN the manufacture of the HEADLIGHT line we have endeavored to build the highest grade that skill and money can produce, both in finish and quality. We have incorporated all the latest and improved ideas of construction, and we feel assured that if you handle the HEADLIGHT line of STEEL KITCHENETTE GAS RANGES, GAS PLATES, both cast iron and steel construction, and PORTABLE OVENS, you will have many satisfied customers.

The KITCHENETTE GAS RANGE illustrated here is a sure business getter.

Write for catalogue and price list.

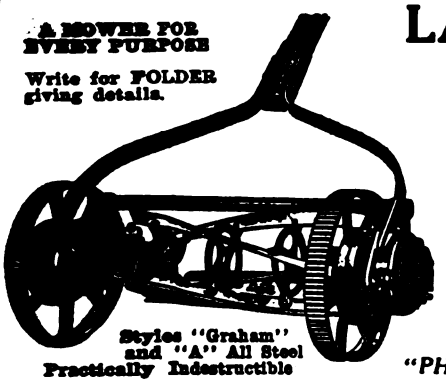
Manufactured by

THE L. A. ALTHOFF MFG. COMPANY, Inc.
180 N. Dearborn St., Chicago, Illinois

GENUINE "PHILADELPHIA" LAWN MOWER

A MOWER FOR EVERY PURPOSE

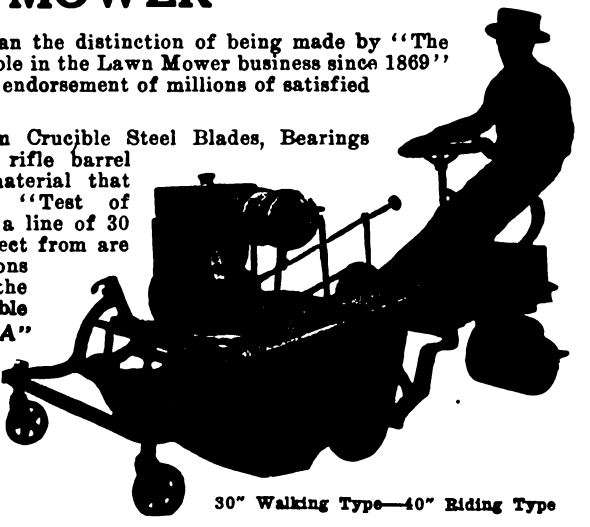
Write for FOLDER giving details.



Styles "Graham" and "A" All Steel Practically Indestructible

has more than the distinction of being made by "The original people in the Lawn Mower business since 1869" —it has the endorsement of millions of satisfied users.

Vanadium Crucible Steel Blades, Bearings bored with rifle barrel accuracy, material that stands the "Test of Time" and a line of 30 styles to select from are other reasons for selling the always reliable *"PHILADELPHIA"*



30" Walking Type—40" Riding Type

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates and like our Hand and Horse Mowers, the Genuine *"PHILADELPHIA"* are the very finest that can be produced.

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco
California Selling Agents

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Patent Pending

Sells to Dealer for $150.00
Retail Price, $375.00

The COOK PHONOGRAPH

"The Cook Phonograph is concentrated perfection of tone and tone-control so crystal-clear that no carefully interpreted theme is lost.

"Its completeness in every detail is incomparable. The Reproducer, and its adjacent parts and the motor, with its marvelous smoothness, combine to make the Cook the peer of phonographic attainments —the cynosure of all eyes—'the observed of all observers.'"

WE WANT JOBBERS FOR AGENTS

ERNEST C. COOK COMPANY

Manufacturers of the COOK PHONOGRAPH
"The Instrument of Quality"
Main Office, 116 S. Michigan Ave., Chicago



WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

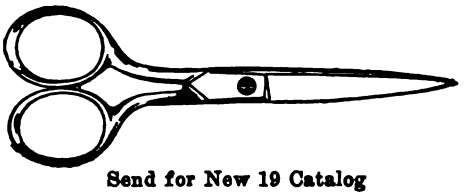
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"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver

YOU EAT ICE CREAM ALL YEAR ROUND

WHY NOT HAVE IT HOME MADE?



The Acme
2-Quart Freezer

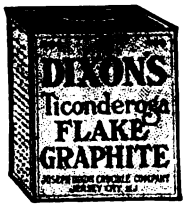
retailing at $1.50, will satisfy the customer who doesn't want nor can afford to pay $6.50 to $8.00 for a heavy 2-quart freezer.

With an ACME, your customer needs little ice, and in five minutes can make perfect and delicious Ice Cream.

Ask us for particulars or get your nearest jobber to quote price for next Spring delivery.

MADE BY
RITTER CAN & SPECIALTY CO.
Philadelphia, Pa.

Factory Selling Agents
BEH & CO.
106 Franklin Street, New York City



A Sure Way to Better Lubrication

and a substantial increase in sales is to recommend and sell

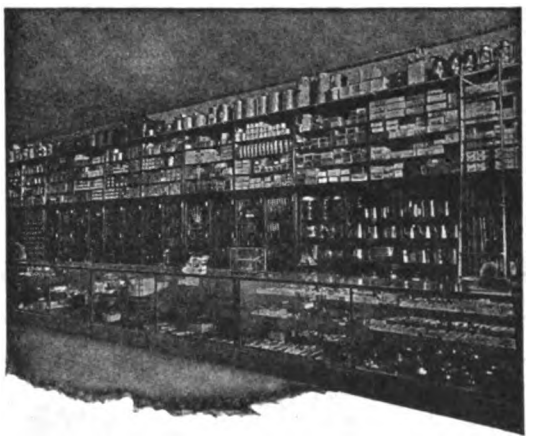
Dixon's Flake Graphite

It is the original lubricating graphite sold for years in the red tins. It has outlived many competitors because it is a good product, carefully prepared and uniform in quality.

No doubt you have a can on your shelves for a call. But why wait for a call? Recommend it to your next power plant customer for cylinder lubrication. We will gladly send Booklet No. 230C, telling just how it can be used and giving you many selling points.

JOSEPH DIXON CRUCIBLE COMPANY
Jersey City, New Jersey
Established 1827

Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

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Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

THE

WILKINS'

LEAD JOINT RUNNER

Pat. May 15 1917

Ask for it by name of your jobber.

GEO. H. WILKINS CO.

Patentees and Manufacturers

CHICAGO

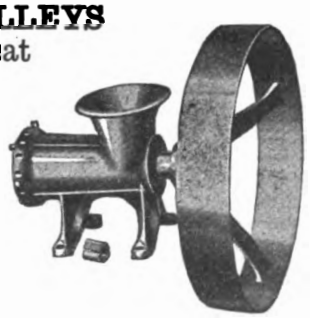


Wilkins Lead Joint Runner

SPRAKE SALES CO., INC., Representatives
Branches: Los Angeles San Francisco, Portland

POWER PULLEYS For Hand Meat GRINDERS

Interchangeable bushing makes them fit the different size machines. Weighs 6 lbs. Painted aluminum. Every farmer wants one.



Attractive Price to Dealers

SWEETNAM MANUFACTURING COMPANY, Armington, Illinois

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.) **$54.00**
Jobber's Assortment (12 doz.) **21.60**
Open Stock, all colors, per gross **21.60**

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

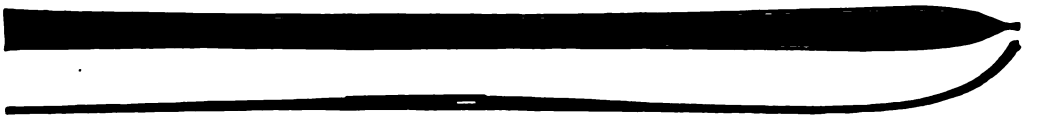
MeRRAUK PAINT Mfg. Co.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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NORTHLAND SKIS

Are Paying Sellers That Move Fast
——Order NOW—Don't Lose Any Sales——



See our exhibits at Minnesota, Wisconsin and Michigan Hardware Shows. Write for Catalog.
NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn.



The Cronk & Carrier idea of making Garden Tools is to make them strong and serviceable. It is better to buy Cronk Quality Rakes which last, than to continually keep buying rakes that wear out. We are ready to supply the spring demand through your jobber.

THE CRONK & CARRIER MFG. CO., Elmira, N. Y.

Represented on the Pacific Coast by **THE SPRAKE SALES COMPANY**
Los Angeles San Francisco Portland Salt Lake City

Yours for Mutual Profit

INCREASE your profits and build up friendship and good-will by handling the Aseptic Home Capping Machine. It is packed for your convenience in individual boxes, thus saving space, preventing loss of parts, and reducing your expense.

For our third year of bottle cappers we are prepared to double last year's out-put and sincerely hope that we will double our circle of business friends. "Yours for Mutual Profit" is the way we sign our letters and we mean it.



Write today for sample and prices.

Reinhold-Sharp & Company
615 Harrison St. **Davenport, Iowa**

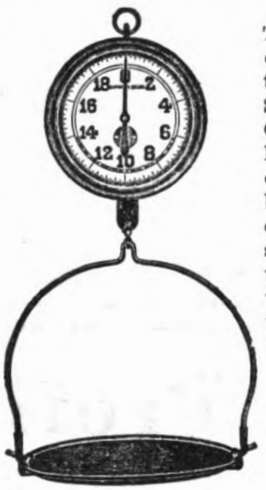
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CHATILLON SCALES

IF Your Trade Wants Quality and You Want Liberal Profits, Sell

CHATILLON

Scales and Cutlery



There is a decided advantage in selling Scales and Cutlery of known high quality. The better the quality of such articles the more certain your customers are to be satisfied.



Satisfied customers are business builders and your biggest business asset.

Chatillon Scales and Foster Bros. Brand Cutlery excel in quality of material and workmanship, and are guaranteed by the makers.

Liberal profits and fair treatment make this Chatillon line doubly atractive to progressive dealers.

Your jobber can furnish complete information

JOHN CHATILLON & SONS
New York U.S.A.



Kingsbury All-Steel Trowel

Made from one piece of heavy gauge steel with handle shaped to fit the hand. Sharpened point makes digging easy. Very strong and substantial yet light to handle. Florists and home gardeners will find it far superior to any trowel on the market.

Entire length 11¼ in.; blade 6½ in.; weight 6 oz. Each Trowel packed in attractive lithographed box.

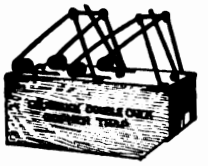
KINGSBURY MANUFACTURING CO.
Keene, New Hampshire

New York Office and Salesroom
11-15 Union Square, West, New York

Represented by Riemann, Seabrey Co.

KINGSBURY

The Double Catch Gopher Trap



Here is a trap that is not like any other, for it catches the Gopher Every Time Set. The demand has been greater than our ability to meet. Our facilities have now been increased. These traps are going into every Pacific Coast and Rocky Mountain State.

Order from your jobber. If he cannot supply you, write to us for prices and circulars.

E. J. CHUBBUCK COMPANY, Dept. H
Manufacturers
731 Market St., San Francisco, Calif.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

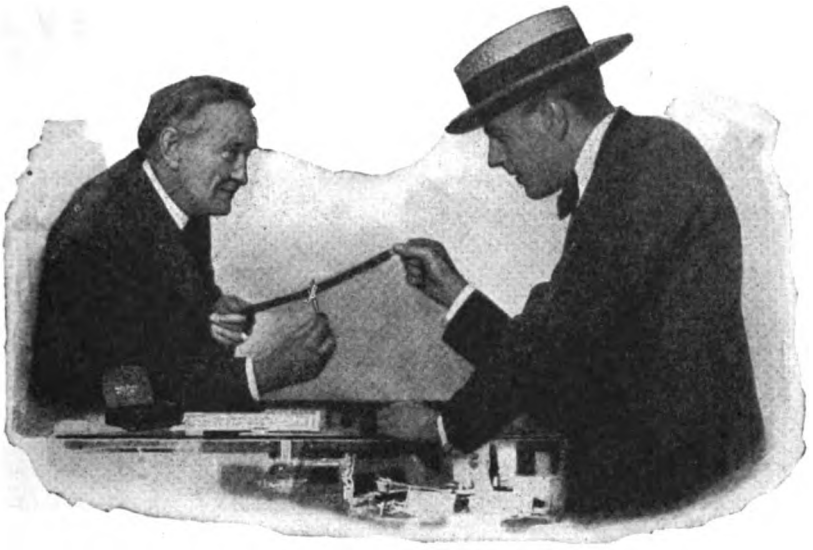
40 Lincoln Street
BOSTON-MASS



GENUINE
Hildebrandt Spinners

Fish Catchers for 30 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.

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"How I bring men into my store"

"IT is because I know just how they like to be served. That's why my store is so popular with men.

"When a man comes in to make a purchase I let him see that I take a personal interest in his problems and his needs—I advise him from my own experience what to buy and what to avoid.

"Then I give him all the facts about the article—and let him decide for himself. It is just that personal touch on the part of the dealer that men appreciate."

This is especially true in things that concern a man's personal comfort. A man will listen eagerly, for instance, to any advice about how to make his daily shave quicker, cleaner, more satisfactory. It is easy to show the advantages of the AutoStrop razor—how it provides a new, keen edge for every shave—how it can be stropped, used for shaving and cleaned, all without taking apart or removing the blade.

Show *your* customers the advantages of the AutoStrop razor. By recommending it you will increase their confidence in your judgment, and in the articles you sell.

These practical, business-building ideas will help a lot toward attracting men to your store, and holding their trade.

Write for our merchandising plan and other dealer helps.

AUTOSTROP SAFETY RAZOR COMPANY

New York, Toronto, London, Paris.

AutoStrop Razor

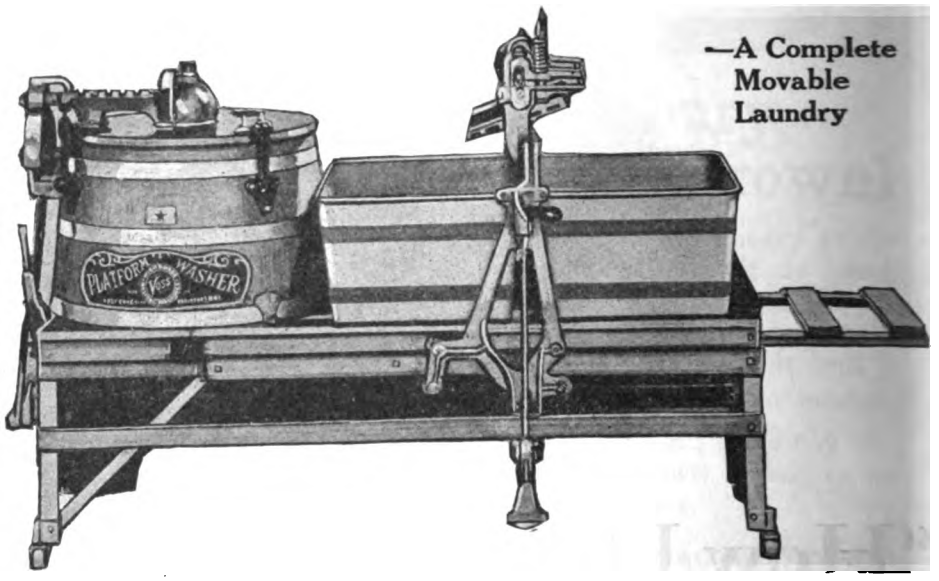
—sharpens itself



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Something More than a Washer

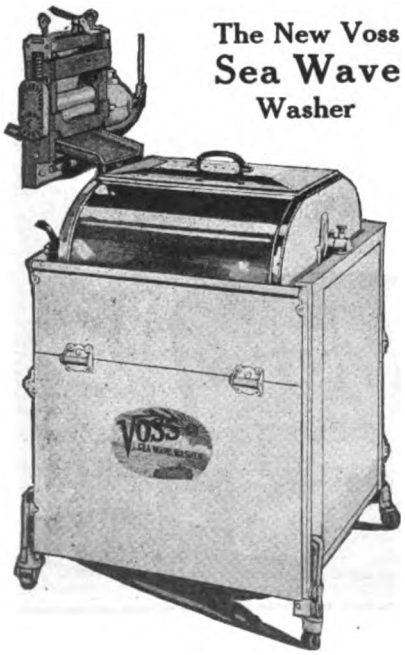
Better than
A Kitchen
Cabinet for
Saving
Steps
and
Work



Voss' Famous Triple-Tub Washer

Gas or Electric Power

Awarded First Prize at 1920 Fairs on Durability, Convenience and Wringer Control



YOUR success in selling washers will depend on experience rather than experiment. Voss Washers are built on experience. We have been making good for 44 years.

Our crowning achievement to meet all conditions—a washer to be sold at a reasonable price—is our Triple-Tub machine above illustrated.

All three tubs are connected with a built-in drain pipe. No lifting to empty them or to carry the clothes to stationary tubs. No other tubs are needed.

The well known Voss reversible wringer slides on a track into position over the tubs. It is controlled by hand or foot. The foot pedal enables the operator to use both hands to handle the clothing.

This is something more than a washing machine—it is a portable laundry. It may be placed anywhere, indoors or outdoors. It saves miles of travel between washer and stationary tubs.

This is the best washer in existence for town or country. It is built to last a life time.

The World's Finest Washer

The Voss Sea Wave Washer is beyond all question the world's finest washing machine. Made for the best trade.

The oscillating tub is built like a thermos bottle, finished in white enamel baked on. It keeps boiling water hot for five hours. The cabinet is made of sheet steel, finished in sea-green enamel. Hinged safety panels on doors. Locking device on castors. Voss three-position reversible wringer with safety release.

Write for booklet and prices.

When you handle the Voss line, you are absolutely sure that there is no experimental work to be paid for by you or your customers.

Voss Bros. Mfg. Co., Davenport, Ia.

The First Washer Was A Voss—44 Years Ago

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WHITE FROST

THE REFRIGERATOR THAT SELLS ITSELF

Put the White Frost Refrigerator on Your Floor and See the Enthusiastic Interest That Women Give It

AND no wonder! The White Frost with its glistening white enamel, its bright nickel trimmings, is cleanliness and freshness itself.

And it is so **convenient.** The patented revolving shelves make all contents **easily accessible.** No danger of spilling the milk or upsetting dishes or dipping her sleeves into the butter. Everything right at hand by simply revolving the shelf.

How different—how much more attractive than the old-fashioned awkward, square wooden box with its dust-catching corners and decorations.

Its smooth white enamel surface just glistens.

Cleanliness is here, too, in an unusual degree—for all the shelves can be easily removed— and there are **no corners inside** to catch dust or dirt.

The White Frost saves floor space. Its **move-easy casters** make it easy to move.

Economical—for its steel walls are **insulated** with granulated cork—as is the door also. Gives maximum cold with low ice consumption.

You want the White Frost on your floor —where it will sell itself, even to women who already have one refrigerator.

There is only **one** White Frost dealer in a city or town. You can be that one in your city.

Write at once for our special dealer proposition and exclusive territory rights. Many dealers are telegraphing.

HOME PRODUCTS CORPORATION

JACKSON, MICHIGAN, U. S. A.

All shelves and parts easily removed for cleaning. The Crystal Glass Water Cooler is a great convenience.



The White Frost has exclusive features of Beauty, Sanitation, Economy, Convenience and Durability and it is GUARANTEED.

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The live hardware dealer says:

"How Long is a Piece of String"

"Some customers really need odd lengths of hose for special work, but the great majority are really much better served with a standard 25 foot or 50 foot length.

"For the exceptions, MILO is the ideal hose — strong, tough and unkinkable, it's just the right thing for garage and greenhouse work and for all the unusual uses for which a hose may be required.

"Sold in any length from reels containing 250 and 500 feet each, or in 25's and 50's if desired."

BOSTON WOVEN HOSE & RUBBER CO.
Cambridge, Mass

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands.

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Hardware World

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Volume XVI FEBRUARY :: 1921 Number 2

Are You a Real Man?

DON'T you once in a while meet one whom you instantly recognize as a real man, and don't you always wonder what it is that makes the difference between him and the excuses for men we often meet along the way?

Well, here is the difference. All men have within them the ability to do a certain work in the world. All have the power, and all have or can make the opportunity.

But temptations come to every man to stop short of the mark which the full limit of his ability sets for him.

Most men yield in some degree to this temptation. They slow up, or turn aside, or waste their energies, or let their powers lie unchallenged in their souls.

Then these men must accept something which is false in place of the real thing which they were destined to achieve.

Instead of the full results of their abilities, they must accept excuses for all instances in which they have failed.

World Full of Them

Mark you, here are men—the world is full of them—who have failed to reach the limit their natural gifts have set for them. It is no wonder we notice something lacking in them.

They have fed themselves on excuses instead of results. Small wonder we instinctively feel that they are weak.

One man from a thousand or ten thousand—no one can exactly tell—is honest enough to admit full responsibility for his talents. He knocks temptation aside and moves ahead in full stride with the invisible pace which destiny has set for him.

He realizes himself. He grows strong from the nourishment of results. The genuineness and greatness of his character demand authority and respect, even awe, from the weaklings who have dwarfed and poisoned themselves.

So, occasionally you meet a great man, and that is why he is great. He is honest with his inmost self and faithful to his destiny.

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BUSINESS IS THERE IF YOU DIG FOR IT

A few evenings ago four salesmen were sitting in the lounge of a hotel in Jackson, Michigan. They were swapping hard luck stories.

One of the group was a shoe salesman—an old timer. He had had only one order in six days. Hadn't even made expenses. The only reason he was out at all was to please the "old man." He told the boss he couldn't sell anything before he started, but the boss thought he knew more about this territory. "The poor boob," said the salesman, "I guess he'll know better next time."

The second man was a tire salesman. He could hardly wait for the others to finish to tell how much worse was his case. The third man, a building materials salesman, dittoed everything the tire man said. A Hindu funeral was a joyous occasion alongside of this consolation party. You could cut the gloom with a knife.

But there was one chap in the crowd who hadn't been on the road long. He sold a line of collars, and although the collar business is no better than any other textile line these days, he sort of felt that the United States would still be here at the end of the next two or three years, just as it has been since the start. Perhaps it was true that the calamity howlers were saying, but so far as he was concerned he noticed that the fellows who went after the business usually got more than those who stayed in the hotel and squealed.

After listening for a short time to the others fix the date of the "panic," and predict how far prices would fall, the young fellow who sold collars grew weary of the chatter and decided to finish his cigar outside. He walked along, smoking and thinking, for about an hour without giving much thought to where he was going. Then he found himself before the window of a busy barber shop, well in the outskirts of the town.

He stood there watching the activity in the place. "Ye gods," he thought, "what a chance to sell collars." Entering the barber shop he suggested to the owner that he put in a window of his collars and shirts. He painted a sales picture of customers coming in to get shaved and buying their collars on the way out. It was an easy matter to make some extra money. The barber saw the picture as the salesman painted it—heard the jingling of the quarters in the cash register and signed up.

Meanwhile, back in the lounge room of the hotel the three old timers sat and smoked and talked. When the young collar salesman came back later they had fully decided, to the entire satisfaction of all present, except the collar man, that it was an absolute impossibility for a salesman to get business these days—it simply couldn't be done!

The principle is just the same in your line—no harder, no worse. These are the days to test you—are you a real salesman or an order taker?

THE GOLDEN RULE IN BUSINESS

Some years ago Willis L. King, vice president of the Jones & Laughlin Company, one of the greatest steel concerns of America, in an address before the American Iron and Steel Institute, took as his subject "The Golden Rule in Business."

Mr. King claimed that in every business relation, whether dealing with customers, competitors, or employes, it was possible to follow the Golden Rule as the surest guide in all business dealings. His address was enthusiastically received by the hundreds of leaders in the iron and steel industry who were present.

Since that meeting there has been a widespread development of the thought that in all human relations men should strive to put into practice the divine command to do unto others as we would that they should do unto us. But what a revolution in human affairs would be inaugurated if all men practiced that doctrine!

If all employers would honestly put themselves mentally in the place of their employes and then study the meaning of that command, there would be a mighty change for the better.

If all employes would put themselves in their employers' place and endeavor fully to carry out that teaching, there would be no slacking, no inefficiency, and no effort to browbeat and bulldoze other men who did not belong to their particular union.

If all buyers and sellers would faithfully do unto each other as they would wish others to do unto them under similar circumstances, honesty would everywhere prevail, and the world's business would move forward to a higher and nobler plane, with larger prosperity for all.

No man is living a true life, no man is doing his full duty to himself and his fellow-men as employer or employe, as buyer or seller, who cannot conscientiously say that to the very best of his knowledge he is seeking to carry out this supreme rule of human conduct.

No man is thoroughly honest at heart who is not willing to examine himself to see if his motives square with this divine command, which is just as binding as those which say, "Thou shalt not steal"; "Thou shalt not murder"; "Thou shalt not commit adultery." Men may follow these commands and still utterly fail if they do not follow that other command which says, "Whatsoever you would that men should do to you, do ye even so to them." It may be well-nigh impossible to attain unto that heavenly height of conduct, but it is possible to strive unceasingly and honestly to do so.

Saving is Having.

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THE MONEY YOU LOSE IN NOT DISCOUNTING

"It's only 2 per cent—hardly worth bothering with it." So say many merchants, because they do not think. It is wonderful what you can accomplish in business if you will only think.

How often do you hold a session with yourself and think real hard? How often do you analyze the money-making and money-losing opportunities of your business? These are many, and failure to discount is one of them.

The following table is figured out for your convenience. Failure to take:

1 per cent ten days Net 30 is equal to 18 per cent per annum.

2 per cent ten days Net 30 is equal to 36 per cent per annum.

3 per cent ten days Net 30 is equal to 54 per cent per annum.

3 per cent cash Net 30 is equal to 36 per cent per annum.

5 per cent ten days Net 30 is equal to 108 per cent per annum.

Bills have to be paid. Why not pay them promptly and make money at the same time? If you are not on a discounting basis, we want to ask you this question: Is it not a fact that if you had the amount of your outstanding accounts in your bank or cash drawer, that you could discount your every invoice, and make thereby at 2 per cent ten, net 30—36 per cent per annum?

WHEN YOU GET TO KNOW A FELLOW

When you get to know a fellow, know his joys and know his cares,
When you come to understand him and the burdens that he bears,
When you've learned the fight he's making and the troubles in his way,
When you find that he is different than you thought him yesterday.
You find his thoughts are sensible and there's not so much to blame
In the man you lightly jeered at when you only knew his name.

When next you start in sneering and your phrases turn to blame,
Learn more of him you censure than his business and his name;
For it's likely that acquaintance would your prejudice dispel,
And you'd really come to like him if you knew him very well,
When you get to know a fellow and you understand his ways,
His faults won't really matter, for you'll find a lot to praise.

The sleeping dollar catches no profit.

OLD WINDOW TRIM LIKE LAST WEEK'S NEWSPAPER

Window display is the most powerful sales force among all your forms of publicity. It makes a direct personal appeal and excites a buying impulse at the moment when the prospective purchaser is at the dealer's very door. Its great importance makes necessary a high degree of care in its preparation and installation if its full value is to be realized.

The first requisite, and one that is too often neglected, is perfect neatness in the appearance of window and trim. This includes the glass, background and floor as well as the display itself. A soiled or bent window card is as objectionable as untidy objects of display. Metal surfaces should receive the highest polish; drapery should be kept clean and be renewed at intervals. Have the woodwork refinished as soon as it shows signs of previous use.

The unified display is the most effective. Plan the trim about one central idea and make every item in the window help along that idea. An attempt to combine widely different suggestions in one trim detracts from the sales value of both. Special care should be taken to tie in the explanatory message on the window card with the main purpose of the display. Proper color combinations are an important element in catching attention and in pleasing the eye.

There are certain recognized color schemes which harmonize especially well. Silver and nickel look their best when displayed against light blue or gray. Direct rays of light should never reach the observer's eye. Concentrate them on the display. This will also enable you to make your window stand out prominently at night. Change the display often. An old trim is like old news—it has lost all its interest. You can always select from stock articles which are timely, products that have an especial appeal at certain seasons.

THE OPTIMIST—FEW, BUT NECESSARY

"Yes, I have had a great many worries in my life," said a prosperous farmer who had passed his eightieth birthday. On second thought he added, "I must admit that very few indeed of the things I worried about ever happened."

This old, but always appropriate story is told here because there are far too many people who do not realize that intelligent optimism costs no more than pessimism, while it pays infinitely larger dividends in health, happiness and success.

Furthermore, an optimistic attitude towards life is far more frequently justified by the course of events than any other point of view.

Come again customers are the test of service.

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S. Norvell's Worth While Suggestions

American and European Business Conditions and Outlook Compared

T. M. SHEARMAN,
Editor HARDWARE WORLD.

Dear Mr. Shearman:

My advice to the retail hardware dealer of the country is to pay the closest possible attention to his own business—collect his accounts—watch his stock—not to run short of goods, but to buy in moderate quantities as the goods are needed—come to work smilingly and go home with a smile.

None of us here in this country are going to starve, but what we do need is for the men in high places to cut out extravagance and get down to real, honest-to-goodness work.

I am sure a good many of us who have taken life rather easily for several years past may find that good steady work is not such a bad thing after all.

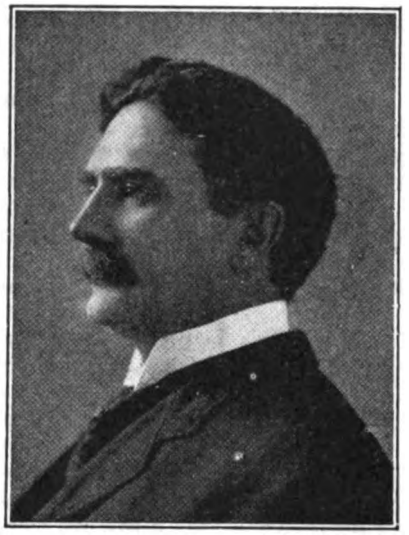
Only those who work can enjoy a rest, and after all, running a business is one of the most interesting games in the world. Then, too, we must remember that in playing games the honor is not to him who does well with a good hand, but to the man who gets the most out of poor cards.

Here are some views of conditions in Europe I have dictated very hurriedly without taking time to revise them.

Europe is in bad shape. They are terribly disorganized. Taxes are so high that business men are discouraged. They say what is the use of going into new enterprises, when they take all the chances of loss, while if they succeed the government will take most of the profits.

The people do not want to work and they do not work. They say what is the use of working hard early and late for somebody else when they never get anything for their work anyhow.

In England prices are terribly high—not only in the hotels for food, but for merchandise. I priced a lot of things of all kinds in shops both in the fashionable district and in the districts where the poor people buy. Coal is scarce and at night London is dark. Taxicabs are hard to get and there is not much to cheer one up.



SAUNDERS NORVELL

is a close and careful observer, and by reason of his long connection with the hardware trade, his views and opinions will be carefully read. Mr. Norvell's first statement after his return from several months' trip in Europe is here given to HARDWARE WORLD readers.

The poor people in England all look dirty. They are all wearing old clothes and patches are very much in evidence. Their shoes have been repaired over and over again. What surprised me was how hard England seemed to be hit.

Germans Prosperous in Cologne

I went to Germany. I stopped one day in Cologne. Cologne is in the occupied district. I saw British soldiers on guard in front of the Cologne cathedral. In Cologne the people seem to be prosperous. They were well dressed and seemed well fed. The Germans did not seem to mind the British and American soldiers standing around.

Then I took a night ride to Berlin. In the first class sleeper there were no towels and the sheets were all threadbare. I retired with my clothes on, as I did not like the looks of the blankets. Berlin looks all run down. The streets are dirty. At night there are so few lights the streets are dark. My marks cost me one and one-half cents each. I had a nice room at the Bristol Hotel that cost me 75 marks or a little over one dollar per day. The people in Berlin, like those in London, were poorly dressed and looked as if they did not often come in contact with hot water. The taxicabs were all run down. Except in the leading hotels everything was threadbare.

German Claims as Usual

I met some German manufacturers. They claim, although their land was not invaded, they were suffering for coal and raw material. They claim France was bleeding Germany dry. They said, "Have Americans read the terms of the peace treaty?"—and as a matter of fact, most Americans have not. They said, "How can we get on our feet again without coal and without raw material?"

Younger Generation Won't Work

They also said that their old workmen were good and were willing to work, but the younger generation were full of new ideas and one of these ideas was that it was unnecessary to work very hard. Prices were very high, food was scarce and the people were very depressed. I can bear witness to the fact because they looked it. One of the manufacturers said many people in Germany were living on potatoes and cabbage—that they may look plump but they were not well nourished. I heard of men who before the war were rich. They had automobiles and every other luxury. Now they are glad to get a large plate of potatoes for a meal. They will come back, but I think it is going to be a very slow proposition. The spirit is knocked out of them.

I met British soldiers who had just returned from Russia. They had escaped from prison. They told me that the Jews were gathering up almost everything that was loose in Russia and they predicted that the next thing we would hear of would be an awful massacre of the Jews. They say the Russians are like children—that they are very patient for a long time—but when they rise up they are like wild beasts, so now I am waiting to hear of this massacre.

Armenians' Reputation Bad

We hear a lot now about the Far East. I met an American who had been an officer in our army. He now has an official position abroad. He told me he had been to Turkey and Armenia. He said the Turks were gentlemen—men of their word—but the Armenians did not know anything about the truth and were a bad lot. As he expressed it, "A Jew can out-trade a Scotchman; a Greek can out-trade a Jew, and an Armenian can out-trade the whole lot."

He said the Turks were a good deal like the Russians. They were like children. The Armenians traded them out of their goods and then all they knew was to

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kill the Armenians and take back their goods. Now, I am not giving these expressions as my own. They are simply what I heard. Take them for what they are worth.

Wonderful French People Working

In France it was all different. The French seem to have everything and with the present rate of exchange a person can live in France for about one-third what it costs in New York and live better. I went to the markets in France and the stalls were heaped up with vegetables, fruits and everything to eat. There seems to be no lack of wines of all kinds in France, and at our rate of exchange of course wines are very cheap.

I had a room with a bath in one of the best hotels in Paris. It was a handsome room. It cost $2.80 per day. My breakfast cost me 25 cents, my luncheon $1.00, and a dinner, consisting of a number of courses, excellently cooked, cost $1.25. When I arrived in New York I ordered two lamb chops for my first luncheon and they cost $1.25 alone.

France Fearfully Devastated

I motored all through the devastated district of France. Two years have passed since the Armistice and it seemed to me that very little had been done in the way of reparation. The buildings are still in ruins. The roads, however, had been repaired and are surprisingly good. Of course I saw fields where the barbed wire entanglements and the empty shell cases had been piled up along the side of the road, while the farmer plowed. Of course in plowing he takes his life into his hands, as he is liable any moment to run into a shell and be blown to pieces. I met a Frenchman whose brother was plowing a field, ran into a shell and they have not heard from him since. Neither have they found him.

The Devastation Is Simply Beyond Belief

I thought from the moving pictures I saw that it was only here and there, but we motored on an average of more than one hundred miles a day and the devastation was everywhere. There seemed to be no end to it. While two years have passed, whole forests are simply stumps. The gasses and the shells seem to have permanently killed all vegetation. I went into trenches and into dugouts where the soldiers lived. Everything was there as if the soldiers had just departed yesterday—hay in the bunks, cartridges and parts of guns lying around, etc.

I brought home a lot of souvenirs which I picked up at random and one of them is a German gray enamel canteen with a bullet hole through it. This war must have been something frightful. We went to Verdun and after looking over the ground there it is a wonder that anybody survived. Every square foot of the ground was full of shell holes—but the rest of France seems to be in splendid condition. All the French seem to have money.

Then we went to Spain. Spain of course is very prosperous and with their prosperity have come labor troubles and strikes.

United States Must Get Back to Old Fashioned Work

Summing up the whole matter, my opinion is that the recovery in Europe is going to be very slow indeed. I came back convinced of the fact that here in the United States we have got to cut out extravagance of all kinds and get back to old-fashioned hard work and simple living.

My message to all business men is simply to quietly go to work putting their houses in order. You know I am an optimist. I always try to look on the bright side of things, but I think here in the United States we have had our seven years of prosperity and now I believe it is time for every man to check up his own house and see that it is in order. I refer to this because it is so human in all of us to start in checking up the other fellow. In other words, when most business men start to readjust their own business they start with the office boy instead of starting with the president.

Of course we all know war is folly. The people are fools to fight, but all the leading nations of the world have taken part in this saturnalia of folly and now we have got to pay the price.

(Lincoln said as long as there are people who will resist wrong, there will be war—Editor.)

Again let me say that I think Europe will be restored very slowly indeed and that here in the United States we have got to depend more and more upon ourselves and less upon Europe.

Europe Does Not Want Our Goods

Over there when it comes to our selling goods to them they do not want us. All of them are making laws against us. In our line the stamp taxes in England, for instance, are so high that they take all the profit we make on the goods we have been selling in England. In France there are high duties and other restrictions. In Spain there are duties and besides that, very high taxes against foreign concerns. You cannot blame these people in the various countries for trying to protect themselves against Yankee aggressions. They are all afraid of our energy.

Personally, I do not see much in foreign business. It is going to be harder and harder except upon the raw materials that we have which they must have. They will do everything that they can to keep out our finished products.

The Best Market Is Our Home Market

The best market is our home market, and we will do well if we lay our plans to keep the foreigner out of this market. We can make more money by doing that than we can by trying to get into his market, because while he has skimmed milk in his dish we have cream in ours.

World Has Gone Back

I came back with the impression that the world since the war has gone back about three hundred years in civilization. In Europe today there is nothing but armed tribes—each tribe for itself—each one trying to get the better of the other.

League of Nations a Joke

The foreigners I met who talked to me confidentially laughed at us. They think we are a lot of foolish idealists. Americans today are not loved in Europe. The Germans say that President Wilson went back on his promises and the Allies say if it had not been for President Wilson the peace treaty would have been signed in Berlin.

Business men say the League of Nations is a good deal of a joke; that if carried out sincerely the small nations would be raising H—— all the time, but some of the more moderate business men say the League of Nations may be a good thing to fool the small nations into thinking they have something to say about international arrangements.

All agree that the only hope of the world is for the United States and England to work together to preserve order and to bring some kind of system out of chaos.

With greetings to my hardware friends, and wishing you a very Happy and Prosperous New Year, I am,

Yours sincerely,

New York. SAUNDERS NORVELL.

Our idea of a hopeless liar is a person who says he never makes mistakes.

A fellow feeling makes us wondrous kind—unless it's a fellow feeling for our pocketbook.

A man likes to be called a brick, but refer to him as a lump of common clay and he will get mad.

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Psychology of Sales Windows

Importance of Window Trimming Recognized and Taught by Pennsylvania College, in Its Department of Economics, Commerce and Finance

WINDOW trimming, a branch of advertising, today is in much the same position as was the whole subject of advertising 20 years ago. Advertising men then realized that there are certain kinds of appeal, which, because of their form, their color or even their timeliness, attract the attention of the buying public and get results while others do not.

But it was not until the last two decades that any attempt was made to get at the underlying causes of these phenomena. When a systematic study of advertising was made it was found that surrounding the whole known field of this subject there is a vastly broader one of "social psychology" — or, reduced to plain language, a field composed of all the numerous laws governing the way we ordinary individuals think and act under certain conditions.

At present there is not a comprehensive book in print telling how to trim a window, one to tell the average retail merchant or prospective merchant why he should follow certain fundamental rules if he desires to trim his windows, not merely to entertain the public, but actually to draw customers.

There are some manuals in print telling of the technique of "window dressing," but that is as far as they go. They are silent as to the "psychological" reasons back of their suggestions.



THOMAS C. BILLIG

Professor of Economics, Pennsylvania Military College, Chester, Pa. It has remained for this well known institution to be the pioneer in inaugurating the window trimming course as an important subject of commerce. Professor Billig has been good enough to give HARDWARE WORLD readers some splendid suggestions they can use to good advantage in their sales and window campaigns.

Need for Wider Knowledge

There is need for a wider knowledge of window trimming among young men training for careers as retail store owners or managers. The large department store has its professional window "dresser" who is often a master of his art. But what of the smaller retail dealer.

Take a glance at the usual hodge-podge of everything from can openers to washing machines jammed in the narrow confines of his display window and you have the answer. He sells goods not because of his unscientifically decorated window, but in spite of it. Meanwhile here is going to wast an advertising medium which some city stores maintain is responsible for from 30 to 50 per cent of their sales.

Social Psychology and Advertising

In this brief space I can touch only some of the "high spots" of modern window trimming, as we aim to teach it. First of all our cadets are given a general knowledge of the principles of social psychology as they apply to advertising in general. Then we narrow this down to this particular branch of advertising—window trimming.

For example, few laymen realize to what extent the perfectly normal instinct of self-preservation enters into the make-up of such advertisements as those aiming to sell revolvers for home protection against burglars, or automobile chains for the safety of motorists on slippery streets.

Closely allied to this self-preservation instinct is the hunting instinct, "the call of the wild," which appears at certain seasons in man's make-up and can be used with telling effect to sell arms or fishing tackle.

Then there is the social instinct, man's desire to mix and mingle. Nine out of ten men's clothing advertisements depict some phase of it—immaculately attired individuals attending anything from a theatre to a horse show.

Or take the instinct of curiosity. All of us are curious. That which is novel or out of the ordinary attracts attention. Once attention is gained, the first step is reached in the direction of making a sale.

Curious Bottled Doll Babies

Now let us examine a case or two where window trimmers have capitalized this instinct of curiosity. A shoe company set a large jar filled with water in one of its windows. In the jar were placed a dozen small rubber babies, each doll representing a different nationality. By means of a mechanical arrangement, the several babies would rise to the surface from the bottom of the vessel as if for breath and then descend. Men as well as women crowded around

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the display and more than one bet was laid as to which doll would rise "for breath" the most times in a given period. Needless to say, the shoe bargains grouped attractively around the jar did not go unnoticed by the scores gazing daily at the novelty.

I do not mean to infer from this example that the centerpiece of every well-trimmed window need be some mechanical device of unusual order. Ordinary goods which the merchant sells every day in his shop, if arranged in a well balanced manner and with attention paid to certain details, cannot fail to draw customers.

I merely point out that this novelty method is one of the many ways in which the attention of the all-too-preoccupied public can be caught. Curiosity of course is not the only human instinct to which the window trimmer can appeal.

The dealer in a line of commodities such as hardware must appeal to the utilitarian side of his prospective customers' nature. This fact is well illustrated in the case of a certain Philadelphia store selling a well known brand of locks. For years this manufacturer has been banging away at the "safety first" feature of his product, of the virtual impossibility of entering doors so locked with a skeleton key, because each lock has different internal construction.

How the Padlock Works

In order that the public might visualize the truth of such assertions, a lock perhaps fifty times actual size was placed in the window. One side of the lock was removed and its magnified interior workings revealed. A mechanical device pushed a huge key slowly in and out of the lock, showing how automatically controlled sliding pins inside prevented any other key except the one cut for that particular lock from turning in it.

This display was novel and caused one to stand for considerable time watching the well-oiled perfection of the lock. It also appealed strictly to the utilitarian side of the dealer's prospective customers.

Persons intending to buy locks are interested only secondarily in whether the interior parts are steel or brass, whether there are three internal springs or six, and whether anything but the exterior portions are attractively painted or enameled. A man buys a lock, or a saw, or a hatchet, or a razor, primarily for its utility, not for its appearance.

Changing Store Front a Sales Argument

Now let us consider some other aspects of window trimming. The up-to-date retailer is not afraid to give his store front frequent coats of paint. "Of course," agrees the practical man, "I paint often to preserve my building against the weather." But fresh paint or stain applied to a store front has another advantage —not so much a protection as a selling force, not so much a defensive as an offensive factor. Again comes the "psychological" element. Persons who pass any retail establishment frequently never fail to note changes, especially changes for the better. No improvement catches the eye more quickly than those made to a store front. These give the impression that the merchant is prospering, that his volume of business is such that he can afford to "fix up" his establishment at short intervals. The successful merchant draws business. To patronize the successful man in any line and to shun the failure are attributes of human nature.

Importance of Store Front

We lay great emphasis on the value of store front appearance. We also urge that great care be taken in the choice of window woodwork. In selecting his woodwork the retailer has a wide choice of finishes and colors. Oak, walnut or mahogany are some of the best woods to use for this purpose. They should be finished in wax or varnish.

Some professional window dressers advocate the use of neutral tones in window woodwork in preference to dark finishes, for the reason that the former cause less reflection and are best adapted to the display of all kinds of goods. On the other hand mahogany and walnut finishes tend to soften and refine the atmosphere of the entire window more than do the lighter stains.

The neutral finishes seem to be best adapted to retailers whose window displays consist of many different kinds of articles, such as hardware and household lines. The size of the window, too, governs to a great extent the finish to be employed. The larger the area of the window, the more light there will be and the darker the general equipment without destroying its effectiveness.

Backgrounds Important

Then there is the matter of "backgrounds" in window displays. They are the setting for the whole. These are either temporary or permanent and should be given much consideration. The use of composition board for temporary backgrounds, and window furniture is very important at present.

How much or how little to place in a window display is another problem for the retail merchant to solve. We devote much time here in aiming to make our students realize that a crowded window display is often worse than no display at all.

The matter of color is another point. Psychologists tell us that certain colors have a peculiar attraction for the eye and can be used to marked advantage in gaining attention. We aim to systematize such information and apply to window trimming.

The men who get into the highest places are the men who can become most absorbingly interested in what they are doing.

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Pushing Tools in February

Texas Merchant Poetically Inspired Turns Tools to Good Account

TOOLS

What shall we advertise today?
As season's now 'twixt grass and hay;
Too late for sleds and skates and toys,
So on these goods we'll make no noise;
Too soon to talk of making garden—
To mention would invite your pardon.
We may be wrong, but not quite fools,
Hence keep up talk about our tools,
Which in our window we display,
And show and sell lots every day.
We'll not request your reading more—
Drop in when passing by our store
To get that tool which you did see—
'Twill please you well, and also me.

IN this unique manner the Praeger Hardware Co., San Antonio, Texas, called attention to their February tool sale. The catchy verses, with the broad white space surrounding, stood out distinctly, and the rhymes sang themselves into the minds of the readers and caused them to go around and inspect the windows of the poetic hardware firm.

The display was so clean and bright and crisp that it inspired all beholders to grasp some of the tools displayed. The floor was covered with green, the sides and steps with white and the roof with blue crepe paper, and the lights which illumined the display were concealed overhead.

Three broad steps were arranged, on the upper one being placed a couple of small potted palms (any green plant would be equally effective). On the rear wall were hung saws, on the side walls rules, and on the steps hammers, bits, augurs, planes and other small tools. They did not depend on their newspaper advertising alone, however, but sent out a form letter, which had a really personal appeal, to hundreds of customers, particularly their rural trade, whom they knew would be more impressed by facts than poetry. In this they said:

Dear Sir:

There is no farmer in the land who has not some sort of an outfit of carpenter tools. They are just as necessary to his work as a hay fork or an axe.

It is hardly necessary, therefore, to say to you that it is poor economy to buy inferior tools. About what the farmer would like to know, and every workman, no matter how expert he may be, is how to buy tools with the absolute certainty that they will be right in quality, temper and adjustment.

Ask any carpenter how he selects a saw, a chisel, a bit, and he will tell you that he always specifies a certain manufacture. In other words, he buys them not by the looks, but considers only the name of the company who made and sold them.

Whether you want to tack up a picture or drive a spike through a cross grained oak rafter, shave off a rough piece of light wood or lop off the end of a heavy beam—there's a quality tool ready for you.

Now, we'd like to have you try that kind of a tool. But don't do it because we ask you to. Do it with your pocketbook and long satisfaction as the main consideration. Then see how it will pay you.

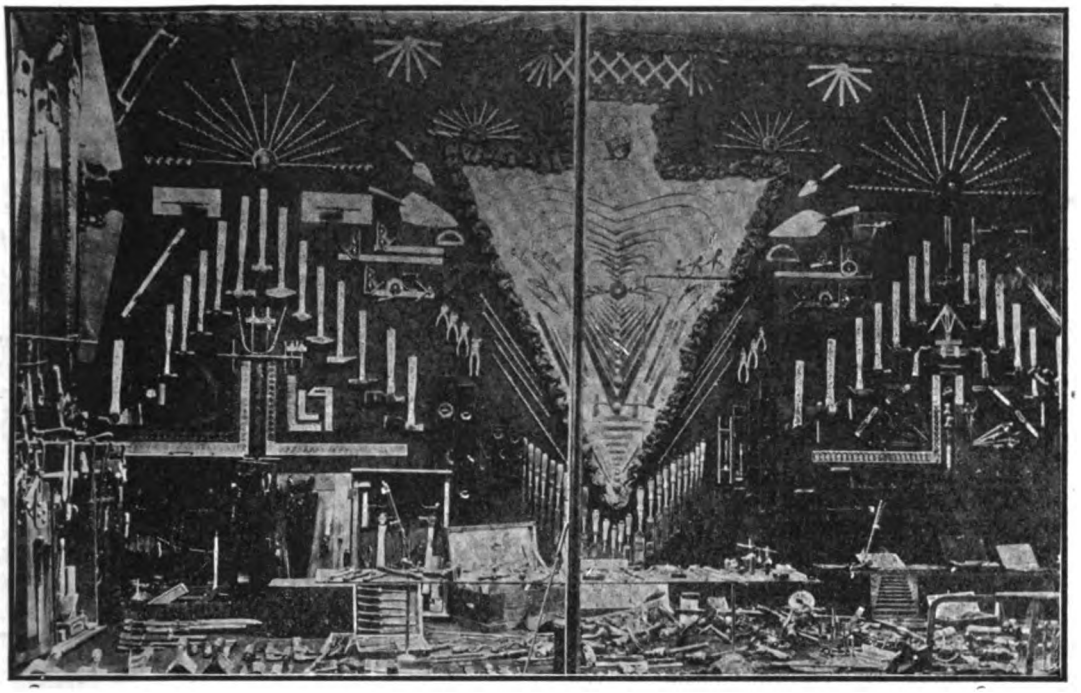
Enterprising Canadian Merchants

From Texas to Canada is a far cry, but our



There are ideas and suggestions in this window which every merchant, large and small, can use to advantage.

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Canadian cousins have some pretty good ideas on the selling of tools, and it would pay some of the dealers in the States to consider some of their ideas.

Realizing that almost every class of workmen need a special set of tools, Martin, Finlayson & Mather, Ltd., Vancouver, B. C., arranged a display that catered to the needs of the various classes. The floor and a series of steps were covered with dark blue paper, while at either side were pedestals of polished wood to which were attached red cardboard discs on which was printed "Starrett Tools." Each held tools of a different trade.

A swinging shelf held rules and planes. Saws were hung on the rear wall and down in front and on the steps were a collection of small tools, each with a price card attached. The entire window, with its white background, blue paper shelves, and red cards and pennants was a symphony in red, white and blue, which would have had special significance in the States in February, the month of Washington and Lincoln.

During February this firm had a series of Saturday sales to interest people in tools. Each Saturday a different tool was featured and a special price was made on it for that day only. No profit was derived from that special, but the advertising it gave the store made it well worth while, as it directed special attention to the large line of tools. Knowing that this was the slack time with the farmers, when they would have time to read, they mailed out quantities of tool literature supplied by the manufacturers, and with it they sent a card:

Dear Sir:

Select your tools now while you have plenty of time to pick out those best suited to your requirements. Next time you are in town come in and talk the matter over with us. Our tool man will tell you just what you need, and if necessary, show you how to use it.

They also ran special advertising regarding their tools, one ad being headed with a picture of two steel structural workers. using a hack saw, and beneath was printed.

America's progress depends as much upon the quality of the tools supplied her workmen as upon the ability of the men themselves.

Then followed a list of nationally known and advertised tools. Regarding these tools the manager said: "We prefer to handle nationally advertised tools as much as possible. Sales are made much easier, for we have only to say, 'This is a Blank saw—and of course you know what that means.' It works in nine cases out of ten, for everybody has seen it in the magazines and lithographs of it in the stores and is familiar with its good qualities. Of course some unbranded tools are good, but we prefer to sell the line of a firm who has sufficient confidence in its products to get behind them and push them for all they are worth.

To use a high-sounding word which you do not understand or concerning which you have only a hazy idea, may impress yourself, but it will scarcely do more than to amuse your hearers, and suggest to them that you are possessed of a pseudo-mind.

The idea that nothing counts but "the price" is often wrong. When one of your customers calls you Jim and asks you to go fishing, competition goes away back and sits down.

It is easier to hit nine plus than one.

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Apple Pies and Washing Machines

A New Suggestion That Will Make Sales Easier for You



"Capacity" is a dandy word. It means so much. It takes in a lot. It entirely surrounds it. It has the power of receiving and holding.

In fact we are always looking for capacity. When we buy a truck we ask its capacity. When we hire a man we wonder what his capacity for work is. When packing a suit case capacity is sometimes almost vital.

The other day I saw a window display in which a table was set and the capacity of a coffee percolator was illustrated by having the coffee already poured out into the cups and showing that it had contained enough coffee to fill eight cups.

This started me to thinking about "capacities" and I recalled the usual methods of selling washing machines.

We have talked of "running costs." We have emphasized the saving of labor. And some of us have even set the machines to going in our window displays, suds and all, and let the suds speak for themselves.

Now this is all good stuff, but the word "capacity" suggests to my mind another angle to play up.

Suds are a good thing, but it's the suds the housewife really wants to get away from. She wants to forget the muss and the smell.

What she wants is the finished article. So let's give it to her. Let's wash the clothes and show her the results, but let's wash them before we put them in the window.

Here is a new idea for a washing machine display in your window.

Put the washing machine in "as is" just from your stock. Put an ironing board nearby with the electric iron turned up on end as if "through for the day." Possibly a small card sign with that wording on it could be placed next to the iron.

Neatly piled on a chair or two should be the white wash, including bed and table linen, handkerchiefs, sister's white dress and "lawnjaree," baby's little dresses and panties, etc. Show just how much can be done in one load of the machine.

Then on the kitchen table nearby should be a couple of fresh apple pies, some cookies and other delectables, appetizing and appealing.

The whole window embraces a kitchen scene and on the table a card sign should read:

> OH BOY!
> Look what
> MOTHER BAKED
> While the washing machine was doing the laundry.

That would constitute the appeal to the men folk of the family.

And to attract Mother's attention a card should read something like this:

> Dear Mother:
> If you could just snap on a button and let the washing machine do your laundry, you would bake more pies and cookies, wouldn't you?
> We know you would, 'cause that's the way with mothers.

To complete the appeal a large card standing between the washing machine and the chairs



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on which the finished laundry was placed should read:

> This washing machine did all this laundry at one "sitting." IT HAS CAPACITY.

Try this simple window display and see if you do not get a rise from somebody. The psychology of the appeal covers practically every member of the family in a pleasurable way rather than in a strictly economical sense.

IF WE COULDN'T TELL A LIE

If we couldn't tell a lie, some astonishing facts might be discovered at this time. Imagine us being questioned:

The Management—Factoryman, have you been in the habit of wasting materials?

Factoryman—Yes, I have probably wasted altogether, in needless scrap and spoiled work, materials enough to pay half my wages. I have never taken the trouble to find out what the materials are worth. I never thought of them in terms of money.

T. M.—Officeman, have you given all your working time to the company?

Officeman—No, I waste a great deal of time. So far as practical results are concerned, I often waste an hour or two a day, but I have never asked that my pay be reduced 12½ or 25 per cent. I also waste a great deal of time on personal matters, and in needless conversation and visiting. I cannot tell you the grand total of my wasted time, because I do not know. I only hope you never really find out.

T. M.—Salesman, do you make as many interviews of prospects as you might?

Salesman—No, I have many good excuses to use for staying away from a prospect when I don't feel like making a call. He may be too far away—it would cost too much to get to him; or he may be too near to start on now; or too sure—anyone can sell him; or too hard—I would waste the trip. Or it may be too cold, too hot, or too snowy, or too muddy, or too near Saturday noon. You see, I have many excuses. Of course, I know that its costs the company a certain amount for me to make a call, whether I sell or not, and that the fewer calls I make the more each one costs. In spite of all that, I don't make as many interviews as I might.

T. M.—Stenographer, you must be the one person on the payroll who renders full and loyal service.

Stenographer—No, I know I set a bad example. I never come to work on time and when I do arrive there are quite a number of little things to do to get myself presentable, such as fixing my hair, powdering my nose, finishing dressing, greeting the rest in the office, talking over last night's gossip and today's plans and dates, and shopping at noon. I presume at least I must waste from a half to three-quarters of an hour a day morning, noon and night, for which I know I am really paid to work.

What would you have to say if you couldn't tell a lie?

HARDWARE WORLD "TAKEN TO TASK"

Editor HARDWARE WORLD:

I am a traveling salesman and my work takes me all over the United States, from the Atlantic to the Pacific, and from the Canadian border to Mexico—a good sized man's job.

One of the resolutions I made this year was to send you an occasional letter, and my first you may think in the nature of a criticism. It is this:

You are so "confoundedly modest" you don't "blow your own horn" enough, if one is to use other hardware publications as a criterion.

Maybe you think the HARDWARE WORLD doesn't need it, and I admit there are good grounds for such belief, judging from the remarks which I hear made, not only by manufacturers and jobbers, but by retail merchants and traveling salesmen.

I attend all hardware conventions I can. I like to get other men's viewpoints, and to hear the "gossip of the trade." In that way I obtain a knowledge of the standing of hardware publications.

In a group at a manufacturers' convention, I heard papers "cussed" and discussed, but the HARDWARE WORLD seems to be universally commended by manufacturers. I heard this bit of gossip recently.

Your policy of cooperation with manufacturers is in marked contrast to some who endeavor to "dictate the sales policy" of manufacturers. I know you never obtain advertising in that manner. Thus it is your cooperative constructive policy commands the admiration and support of all manufacturers.

You publish more real, constructive ideas and helpful suggestions for the hardware trade than any other publication. I know, because I see them all.

Compare your last issue, this issue, or your next issue, or any other issue straight through the year, and you must know this to be true.

There is a personality about the HARDWARE WORLD, a personal touch, a "homey" feeling that is lacking in others. How you do it, I don't know.

Now you can treat letter as you see fit, but I venture if you will publish, it will awaken a responsive echo in the minds of many thousands of your readers.

Yours truly,

JAMES A. MOORE.

It is the things which a man thinks he knows but doesn't know, that keep the garages working overtime.

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Preparing for Spring Sales

Poultry Supplies, Spraying Equipment, Garden Tools in Variety and Various Sundries Should Now Be Pushed

HARDWARE dealers are preparing to supply the spring demand for incubators and brooders. They find the demand for incubators, brooders, wire nests, drinking fountains, lice killing machines, grit boxes, etc., is increasing.

Give Buyers Reliable Information

Dealers who sell incubators usually instruct buyers regarding proper operation of the machines. They advise buyers to study directions accompanying the incubators, paying heed to heating and ventilation. "When the thermometer hangs an inch or more above the eggs it should show a temperature of 103 degrees and maintain this temperature through the hatching period," explains a dealer. "Ventilation is important; it governs evaporation of moisture from the eggs. Eggs are turned at least twice a day after the third day.

"I advise customers to locate incubators in rooms where the temperature is fairly uniform, A dry cellar is suitable. The incubator should be set level, oil reservoir filled within an inch of the top, and a new wick put in at the beginning of each hatch. The thermometer is tested to see that it registers accurately.

"When I advertise incubators, I emphasize the reliability of the machines. I keep two or three sizes on display, and show customers that I can meet their needs. A high grade incubator is cheapest in the long run. Poultry raisers are discarding inferior incubators and purchasing quality machines."

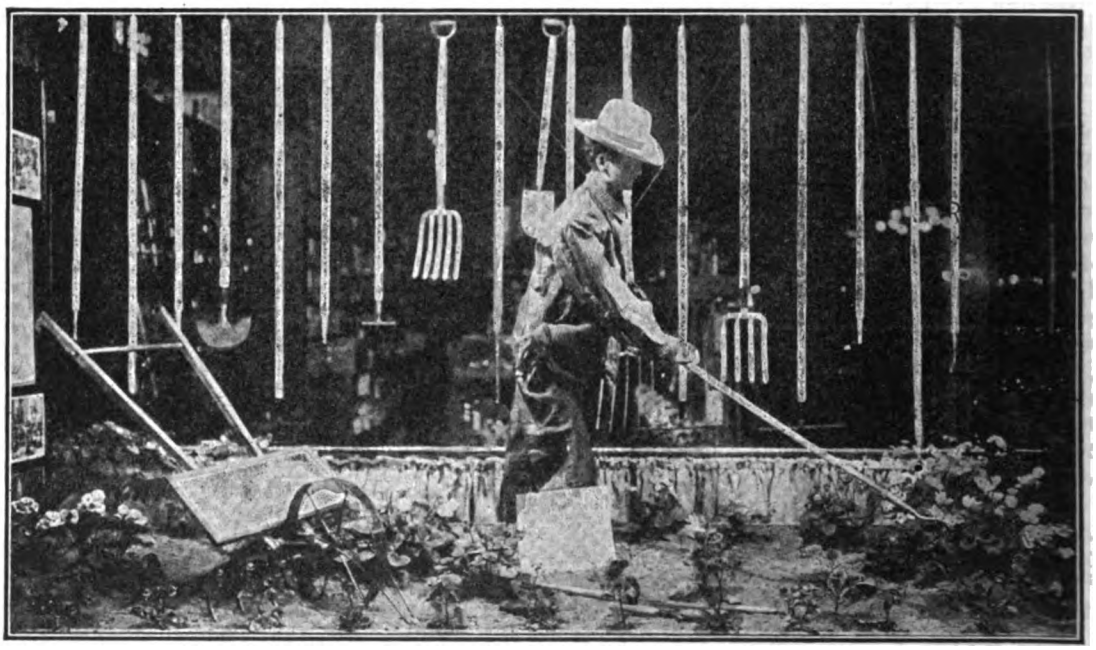
Brooders are in demand. Artificial brooding offers many advantages; the chicks are protected from sudden storms. They are kept from the reach of crows and hawks, and have the advantage of sanitary quarters.

A modern brooder will furnish a temperature of 95 to 100 degrees on cold days without danger from fire. It has a cooler compartment, and is easily ventilated, cleaned and disinfected. Small-flock and large-flock brooders are both in demand. The small-flock brooder is often called a portable hover; it may be picked up and moved about by one person, and will care for 50 or 75 chicks. Large-flock brooders care for two to five hundred chicks. The demand for large-flock brooders is increasing; they are popular with community hatcheries.

"I instruct customers to give regular care to heater, thorough cleaning of hover and other details of brooder management," states a dealer. "Artificial brooding has so many advantages to offer, that brooders are in demand wherever chicks are raised."

Spraying Equipment Finds Ready Sale

Hardware dealers find a ready sale for spraying equipment. Barrel sprayers and



Your sales windows should be considered as your head salesmen, doing silent, but effective talking.

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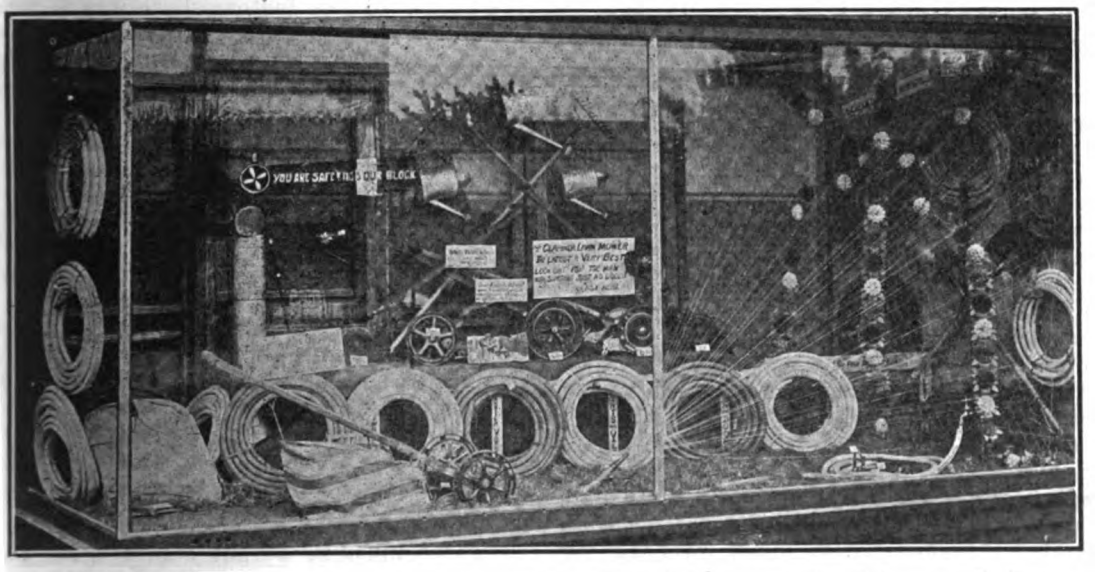
small, portable sprayers are popular. "I sell spray pumps by educating customers to the need of such equipment," remarked a dealer. "San Jose scale, bud moth, codling moth, canker worms, scab and various fungus diseases are prevented and exterminated by spraying. Spraying increases the yield of fruit; it increases the production of sound fruit about 75 per cent. It saves the trees from destruction.

"A spray pump is used for spraying trees, vegetables, bushes, interiors of hen houses, hog houses, applying whitewash and cold water paint, etc. I make sales by showing customers the need of spraying equipment. I show that the pumps, fittings and entire equipment in my store are constructed of highest grade material and designed so as to reduce the time, labor and quantity of spraying solution required to the minimum.

"I explain that my sprayers will give reliable service for years, that they are guaranteed to do the work as it should be done, and that the nozzles and other fittings are best adapted for meeting local conditions. I offer suggestions regarding the special services for which each type of pump is adapted, enabling the customer to decide which pump will give best results on his farm. I tell customers that an effective spray must be applied in the proper form and quantity, and that they need quality equipment for the work.

Sprayers for Every Home

"I recommend a good barrel sprayer for small orchards. I find a ready sale for medium-sized sprayers built in two sizes, which can be mounted either on the end or side of the barrel. When I sell a barrel sprayer, I instruct the buyer to empty remaining solution, and pump through some clean water after using, then to free both pump and barrel of water. Hose and fittings quickly deteriorate when left uncleaned.



Give a few moments' thought to the suggestions in this article and dress your sales window accordingly..

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"Small brass pumps for garden or greenhouse work are best sellers. They are fitted with brass ball-valves, which resist action of solutions. An outfit fitted with tank and foothold is in demand for such work as spraying, sprinkling, washing windows, applying whitewash and cold water paint. The knapsack sprayer is convenient for different varieties of work; it is a high grade pump, and can readily be moved from place to place by the operator.

"Accessories which are in demand include bamboo extensions, attachments for field crop spraying, nozzles for throwing a fine mist and a coarse spray, swivel elbows, quick-acting stopcocks, funnels equipped with strainers, pressure gauges and rubber spray hose."

Other Spring Goods in Demand

Spring is the season for pushing the sale of dehorning saws, dehorners, hog tamers, interchangeable markers, cattle marking punches, hog ringers, hog holders, sheep shears, basket weaners for calves and steel cow pokes.

Ratchet lock pruning shears, hedge shears, adjustable pruning saws, weeding hooks, garden trowels, garden barrows, hoes, cultivator hoes and rakes are items which merit advertising and display.

Fencing tools are a profitable line; the coming of spring strengthens the demand for post hole diggers. The self-cleaning digger is popular, as it will work in any kind of soil. The demand is for diggers which will cut fast and hold their edge. Post mauls and iron tampers, wire fence tighteners, fence finishing tools, woven wire fence stretchers, tackle block wire stretchers and combination pliers is a line of equipment needed by customers who build new fences and repair old ones.

A profitable trade can be built up in wire fencing.

"With the approach of warm weather, I advertise my line of hog fence, stock fence, poultry netting, ornamental lawn fences and barbed wire," states a dealer. "Ornamental lawn fences are popular; they beautify a lawn, and protect the grass and shrubbery. Single lawn gates with ornamental tops, and double driveway gates are in demand. I let customers know that my store is headquarters for fencing material."

Dairy equipment is a profitable leader for spring.

Farmer's repair outfits sell readily at this season.

"I supply farmers with tool outfits," said a dealer. "A repair outfit, consisting of anvil and vise, lever forge, twist drills, stock and dies, horizontal drills, blacksmiths' tongues, bolt tongues, farrier's knife, blacksmith's pinchers and chisels, is an outfit of serviceable tools in demand by farmers when they prepare for spring repair work."

COMFORTING THE SAD "SAD IRON"

Several months ago we asked the question in our columns, "Why is a Sad Iron Sad?" At that time we suggested that sad as applied to irons came from an old English word and one of its meanings is heavy, and the "Sad Iron" was sad because it was heavy.

Our question aroused interest on the part of the trade and since then we have learned several interesting facts. C. W. Gause is one of the best posted, most scholarly historians in the trade, and we have him to thank for this information:

Between 1876 and 1880 he was connected with the Perin & Gaff Mfg. Co., of Cincinnati, successors to the old Miles Greenwood Co., who were among the oldest and largest iron foundries west of the Allegheny Mountains at that time and were large factors in producing sad irons.

Mr. Gause very vividly remembers that they employed convict labor part of the time when he was with them, and in a sense he tells us that he was a fellow prisoner, the result of his clerical duties with the company. He learned to know all about sad irons, yet he never knew why they were sad.

Cast Cannon for George Washington

President Sabold of the Colebrookdale Iron Co., Pottstown, Pa., goes far into the history of sad irons, but even memory and knowledge cannot trace back to the time when irons took on the unhappy aspect.

According to Mr. Sabold, common sad irons were made at the Colebrookdale Works in 1835. In fact they were made before that, but the officers have not been able to trace back positively beyond 1835. Yet there seems to be no doubt that they were made here over 100 years ago and perhaps still earlier.

About one mile from the present location of the Colebrookdale factory there was a charcoal furnace making pig iron, in a primitive way of course, over 100 years ago, and not 20 miles from here cannon were cast for the Revolutionary War.

Most women call them "flat irons" and this title is just as proper or equally as improper. There would seem to be about as little reason for the name "sad iron" as there is for the name "andiron."

It is interesting to know the origin of words and we have stopped trying to make all language reasonable. It seems to us that part of the beauty of the English language is in its quaintness and archaic character as it breathes the heritage of our Norse and Anglo-Saxon ancestors. We are for the good old English words, the shorter the better. Give us such words as Got and Have, rather than possess and acquire!

There must be output before there can be income.

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You Said It—Pursue!

More a Question of Man Than Market

(By Harry G. Nye)



I am in receipt of a letter from the editor of the "HARD WORLD," or rather, the "HARDWARE WORLD" (it is about the same thing, for the man who put the "h a r d" in "hardware" knew what he was doing), asking my opinion as to "w h a t policy merchants should pursue in placing orders for 1921."

It seems to me you said it when you used that word "pursue." If the hardware merchant intends to sit down and wait for things to mend, I wouldn't advise him to do a great deal of buying. But, if the policy he intends to pursue is to pursue, then I say go ahead and buy within reason, because then he will have a reason.

During the period of nervous prostration and nervous prosperity which we suffered right after the war, there was more buying without reason than there was buying within reason. A man didn't have to buy within reason in those times. Whatever he bought he knew would advance before he bought more, and, except that you couldn't take the stuff to the bank and deposit it, or pay the milkman with it, there was profit in buying as well as in selling.

Yet there must inevitably come a time when prices stop pyramiding, and that time appears to have arrived with the new year of the Gregorian calendar. Some of that shelf profit may have sloughed off, and some of these goods we may have to sell at a loss. How serious that loss will be depends. If we sold stuff cheaper than we could replace it, and now must sell it for less than it cost to replace it, we are going to lose some money. But if we followed the market, we ought to be willing to follow it now.

Less Profit but More Certainty

We couldn't hope for things to go on as they were, and I don't know but that some of us will be glad to have the time come when we shall have a little less profit but a darned sight more certainty. There has been a lot of unavoidable speculation in the hardware business, and we are not in the business of speculation, most of us. We are merchants, not gamblers, and what we want to do is to buy goods, add service and a reasonable profit, mix and serve.

Building Movement in Sight

I don't think the merchant who is selling needfuls need worry. People are not buying just now, but they will. Take builders' hardware, for example. I honestly think that the present slump is going to start a real building movement. During the boom (if that's what you want to call those times) most of the people built because they had to—that is, the people who built. But there were a lot of the wise birds who didn't have to build, and they salted away the big wages and the good profits—and these fellows are going to come into the market in increasing numbers from March on.

We are going to mark time a little in business in January and February—and then—forward, March! That's my judgment, and now you can decide what my judgment is worth.

The Milk of the Cocoanut

But I want to get back to that word "pursue," for I think that is the milk in the cocoanut. I look for building to go one this spring regardless of general conditions, for there is a lot of money in this country. People have not stopped buying because they haven't money, but because they have—and they have just awakened to the realization that it is a good idea to get all you can for the money when you have it.

Of course, some people are going to be made hard up by decreased profits and decreased employment—but buying will start again this winter on the new basis, and we shall find ourselves back on the even tenor of our way as we were before the war. Prices will be higher, because production costs are higher and will be slow in coming down. But I believe the next few months will find us somewhere near a pre-war basis and pre-war business.

Pre-War Business Again

But it will be a different kind of business—not the easy money of the inflated period. It required more sense to buy in those days than it did to sell. Now salesmanship is going to count again. Any ordinarily shrewd buyer is going to be able to get what he wants and at a price somewhere near what he wants to pay. It will be a buyer's market to a considerable extent from now on—but remember, while it is a buyer's market as between you and the man higher up, it is a seller's market as between you and the consumer. We have got to start in using selling sense again. We have got to pursue.

If the hardware trade will perk up and pep up, dust off its goods and its selling methods, keep after business, create business, and deserve business, it will be perfectly safe to go ahead and stock up at present levels on most things.

The next year, according to my idea, is going to be a matter of the man rather than the market. Some men are going to lose money and damn the market—and some men are going to pursue and make money and be quite resigned to the new conditions that face us during the first half of 1921.

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Making Paint Business Profitable

(By Clement White)

HARDWARE merchants find paint is a valuable side line. House paint, barn paint, auto paints and varnishes, brushes, etc., are in demand. Dealers know it pays to handle the best quality paint, and to specialize on the sale of a complete line which meets the demands of their customers. A dependable line of paint, which is advertised by the manufacturer, enjoys a ready demand.

What to Stock

"When I commenced selling paint, I decided to carry a specific amount of stock," explains a dealer. "I decided to carry not less than thirty colors in stock, giving preference to colors most popular in my territory. Outside gloss white, fawn, pearl gray, light slate and pea green are popular colors. It find light shades in most demand for body work, the darker colors being used for trimming.

"Shingle stain, inside floor paint, stainless floor oil, hard-drying porch paint, screen paint and furniture paint are ready sellers.

"I find red paint in most demand for barns, sheds and other out-buildings. There is a demand for waterproof paint for coating concrete, stucco and stone work.

"Wood preservatives, implement paint and paints and varnishes for use on autos are in demand. I prefer a uniform stock; it makes a neat display, and enables me to furnish customers the exact shades of finish they require.

House Paint the Basis

"My stock of house paint is the nucleus around which my paint trade is built. The way to keep a paint business increasing is to carry a stock of popular colors, and plan the stock for future needs, as well as for immediate requirements.

"I sell paint on quality, not on price. I tell customers how my brand of paint is manufactured, explaining that the ingredients are analyzed before being used, that the materials are thoroughly mixed, and that the paint is uniform in color and consistency. I show customers that quality paint is economical in spreading capacity.

Don't Overlook Paint Accessories

"Accessories which are in demand include paint pot hooks, ladder jacks, roofing brushes, varnish brushes, flat paint brushes, oval brushes, whitewash brushes, graining combs, putty knives, painter's dusters, wall scrapers and scraping knives.

"I find a ready sale for high quality, flat brushes, ranging in size from three to four and one-half inches. I recommend four inch brushes for general house painting.

"I give my line of paints and accessories local publicity, finding moving picture slides an efficient sales aid. I secure the slides from the manufacturer. Features for outside advertising have brought trade my way; field signs, fence signs and posters give good results when placed systematically. Newspaper advertising is a valuable sales aid; a series of ads will awaken interest among local paint buyers."

Quality Basis Pays

A Kansas dealer explains that the paint business in his town was practically dead when he decided to carry the line. "Some cheap brands were being shipped in; but didn't give general satisfaction," he explains. "The cheap paint soon peeled off the buildings, the colors faded, and the lumber was inadequately protected.

"I started in with a good assortment of quality paint, and soon began to make sales. I found advertising, window displays and attractive stock arrangement of assistance. When arranging a window display I let the public see the varied stock I carry, proving my ability to supply their needs without delay. I devote easily accessible shelf space for storing my stock of paints and varnishes.

Makes Paint Prominent in Store and Window

"Interest in my line is aroused through the display of sample colors. I reserve space in front of my store for the sample color assortment. This gives the customer a chance to pick out the colors he prefers, and he gives his order without hesitation.

"In stores where color assortments are not shown, salesmen are at a disadvantage, as they sometimes are obliged to search a long time in search of color samples. I have a convenient color card and advertisement rack placed within easy access of customers. I find the distribution of color cards and advertising literature among property owners increases my paint business.

"I find money spent in publishing newspaper ads is profitably invested. Advertising by local dealers is easy when electros furnished by manufacturers are used. I change copy frequently; for a new ad is more effective than one which has been published several times."

Always Suggest Paint

A dealer who has sold paint for several years believes in keeping in close touch with his customers in order to locate buyers of paint. "When I sell a bill of builder's hardware, I judge that the buyer will need paint later on to add the finishing touches to his new building. I find out whether he has ordered his paint; if not, I explain that I carry quality

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paint, and show my willingness to estimate the cost of painting his house or other building.

"I have known instances where new buildings went unpainted several years. Usually the owner's negligence was due to a lack of aggressive sales policy on the part of local paint dealers.

"Housewives are profitable paint customers. They appreciate the need of keeping their furniture looking bright and attractive, and know that a moderate investment in paint and varnish will renovate worn furniture.

"I keep the interests of auto owners in mind when planning my sales campaigns. There is a growing demand for auto paint and varnish for use on all kinds of cars.

"Dealers who sell farmers find a ready demand for implement and wagon paint."

GASOLINE LIGHTS IN 2,000,000 HOMES

A survey recently completed shows that gasoline is solving the lighting problems in more than two million rural homes and in a surprisingly large number of city homes as well.

One of the principal reasons why gasoline lighting has become so popular throughout the country, especially in rural communities, is because of its exceedingly low cost. The initial cost of most modern types of gasoline lamps and lanterns is little more than the old-style coal oil kind, and only a small fraction of the cost of an electric lighting plant. The upkeep is a mere trifle and there is nothing to get out of order or wear out.

In the most modern lights, the gasoline is generated into a vapor, and the cost to burn is but a little over a penny a night. Common motor gasoline is the fuel used. Because of the small amount of gasoline used, these lamps need be filled only about once a week. Another improvement has been in mantles. They are now constructed—at least the better ones—so as to withstand rough usage and to give long service. It is claimed that gasoline lighting is even cheaper than candles. This also applies to all forms of gasoline lighting, even including gasoline lighting plants which are so popular because of the low installation cost and surprisingly small operating expense.

Improvements in gasoline lighting in the last few years have progressed to such a marked extent that one no longer hears the old-time argument of "danger." That feature, harped upon and exaggerated, has been entirely eliminated. Today, the better known and extensively advertised gasoline lamps, lanterns and lighting plants are recognized by the very highest authorities as absolutely safe.

Even though the use of gasoline lighting equipment has seen a remarkable increase in the last few years, an even greater increase is expected. A large western manufacturer of lamps, lanterns and lighting plants, declares he is planning to double his production in 1921, and his action is based on the increased sales of 1920.

SELL ELECTRIC APPLIANCE SERVICE

In selling electric appliances a great many merchants confine their efforts to selling the article for what it is; that is, so much fabricated metals; whereas, the customer seeks the service to be got from the appliance and buys it for that reason only. This difference in attitude is responsible for the loss of a great many appliance sales.

Tell Your Prospect

In demonstrating a percolator, for instance, your customer is primarily interested in the following things: Will it make better coffee than the way I am making it now? Is it more economical, both in using less coffee and in the cost of operation? Above all, is it less trouble and will it last a long time?

These things are what influence your customer to buy—they are the points around which your sales talk should be constructed. The appearance, material, etc., are minor details and are oftentimes better left unmentioned, unless your customer is buying for a gift; in that case, attention should be called to the appearance, design and finish.

The point is the selling of the service—not the thing. By placing yourself in the buyers' shoes, and talking from their viewpoint, showing them that you appreciate their needs and that you are familiar with the service that the appliance renders, instinctively causes your buyer to say, "I want it."

Of all the items you sell, appliances probable present the best appearance, and are adaptable to many original displays, adding to the appearance of both the windows and the store.

The table display is perhaps the best manner of putting appliances right into the hands of your buyers. Several attractive tables, dressed with small stands, a vase or two of artificial flowers, and possibly a small piece of velvet or so, make a very attractive background for the display of appliances. Customers making other purchases are drawn to examine articles placed easily within their reach, and are ready to inquire about them.

Too much stress cannot be placed upon the importance of becoming familiar with just what can be accomplished with each piece of appliance.

Have your clerks do the same thing; if necessary try out the grills, toasters, percolators, waffle irons, etc., right in your store—find out just what service they can render—then, when your next prospect comes in, sell him that service. You will be surprised to see how the sales will increase on appliances.

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COMPLAINING YOUNG MAN



A word to you:

Are you finding fault because the world isn't doing the right thing by you?

Do you think your hours of service are too long, your wages too low, and your work too hard? Kindly ask your father, in the light of his experience, what he thinks about it.

Let him tell you what the hours of labor were when he was a boy—the meager wages he received, the unsanitary conditions of the shop, the lack of holidays or even half holidays, the early call to duty, and the late blowing of the whistle when evening came.

Your father knows about it, especially if he is native born. If he came from a foreign land within recent years, he may not recognize all the wonderful changes in industrial conditions that have signaled the progress of this country in the last decade.

Let your father tell you of the frugal home of his boyhood days, the meager fare, and the lack of luxuries. Let him tell you how happy he and your mother were under conditions that to you would impel a spirit of revolt.

Young man, the world has moved. You are enjoying shorter hours, better wages, and more holidays. All the surroundings in your office, shop, or factory are much better than your father had. At your home there are soft carpets on the floor, curtains and screens on the windows, sanitary bathing apparatus and a telephone.

I could go on at length and tell you of the many opportunities for self-education you have that were never heard of then — the public libraries, reading rooms, concerts, theatres, etc., and which probably you are not even taking advantage of.

What you term conveniences of today then were luxuries. The ease with which you go to work were not to be had then.

There are not only sewing machines for the good mother, but you will find an organ or a piano and perhaps a talking machine for your sister. Your table is well supplied with what you need and with many things that in your father's boyhood were luxuries far beyond his reach.

Stop and think of these things, complaining young man, and then answer the question:

"Are you as good a citizen as your father?"

—J. A. Sleicher.

ARE YOU A MAN WHO KNOWS?

There are two kinds of men—the men who know, and the men who guess. The "know" habit is the only sure ladder by which you can climb to success. The well-known guessing habit is far worse than the hookworm.

The man who knows inspires confidence. The man who guesses doesn't inspire much of anything. The positive man is always a step ahead of where he was a moment before. The uncertain man stands upon an insecure footing and cannot progress very far in any direction.

Ask two men the same question, for instance: "How many feet are in a mile?" One man says: "Five thousand two hundred and eighty." The other one says: "Why, somewhere around 5000, I guess." Or the first man says, "I don't know." The second man says, "Well, let me see—there must be about—why—"

How are you impressed by these answers? The first man knew or did not know, and if he didn't he made no bones about admitting it. The second man guessed and hesitated, and you left him with a feeling of impatience and perhaps disgust.

The man who wins out these days of hustle and snap judgment must know, or not be afraid to admit that he doesn't. You cannot win success without knowledge. Be decisive! Be positive! Be alert! Know!

ORGANIZE YOURSELF

Detach yourself from everybody and everything but yourself for a little while.

Take stock of yourself. Be honest with yourself. Don't cheat yourself. What are your faults? Don't blink at them. They are important. You must know what they are before you can correct them.

Try to look at yourself objectively instead of subjectively. Analyze yourself as though you were somebody else.

You, as a salesman, are playing a part, just as an actor does.

Actors study themselves—develop their powers. They sell their personalities to the public. So should you.

You, too, should regulate your voice, modulate it; you, too, should speak distinctly—convincingly; you, too, should learn to be adaptive, using arguments to overcome the objections of a customer—and using them agreeably, without arrogance.

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WHEN CASH AND CARRY FAILED

An Experiment That Sent Much of its Business to Competitors

C. A. Blodgett, of the Blodgett Mercantile Company, Spokane, is a student of conditions His findings as to the advantages to be derived in changing into a cash and carry business is worthy of note. The following article by Mr. Blodgett is interesting:

For two years, lacking only one month, we did a strictly cash business and worked along the plans as outlined in our letter to our customers, and we believe we gave the strictly cash business a good and thorough trial and we found it to be a failure and a mistake as far as we are concerned for a neighborhood store situated as we are.

At first many of our customers would come in and give us a big order when they got their checks and we naturally got a volume of trade from the prices we made. But after a few months we noticed the customers who were really worth while were slowly drifting away and giving their real business to stores that featured quality and service, and doing what we might in the two years saw our business drop from $85,000 to $35,000. Then we knew to our own satisfaction that we were on the wrong track, and our change back to the old system has proved it to us.

Below we list a few of the reasons why it did not pay to run a strictly cash business in our neighborhood, and ours is a typical one on the outskirts of a city or on a similar basis as a small town, are as follows:

First—In order to meet the cut-rate prices of the town stores we had in many cases to stock a cheaper line of goods than carried before. In many cases business did not repeat as on the quality orders pushed before.

Second—Many of our customers did not call up and give their orders, as they did not wish to wait at home for the delivery boy.

Third—It was unhandy to send money with the children each time, and children do a lot of buying for the busy housewife in the outside stores.

Fourth—Many customers would rather pay at the end of the month and they could keep better track of their expenditures in that manner.

Fifth—Many were offended by having the goods brought back on account of not being at home when the driver called.

Sixth—We found that the cash trade was anybody's trade, here today and there tomorrow, going to the one who offered the best inducements, and we could not count upon a regular volume as where our customers traded on account.

Seventh—Sales on the better class of goods fell off much more than the cheaper lines and did not show near as good a margin.

Eighth—If a customer has an account and something appeals to him, he will perhaps buy it, if paying cash. he will think of the cash outlay and perhaps get along without the article.

TREATING CUSTOMERS ALIKE

One of the Massachusetts readers of the HARDWARE WORLD was so interested in the article, "Treating Customers Alike," in our October issue, he has written to tell us of his experience and his thoughts along this line. The substance of the article was that there should be no partiality shown. No clerk should try to wait on two customers at one time, as customers demand fairness.

Here is what our correspondent has to say:

Editor HARDWARE WORLD:

Your article, "Treating Customers Alike," in the October issue of the HARDWARE WORLD, gives the clearest expression of what I have always believed. But I find it mighty hard to apply where I work.

"Splitting attention never pays," is another one of my beliefs. I never thought that waiting on two or more customers at the same time did any of us much good.

The store policy is to wait on all you can, from one to another and back again. I have felt time after time that a customer had stopped buying at a twenty-five cent sale, when, if given the proper or undivided attention, he would in all probability run the purchase up to several dollars. ——— Massachusetts.

WHEN YOU CAN'T SELL AN ALARM CLOCK, SELL CAMPHOR

"What is the best method of waking a soundly sleeping person?" is a question quite a few people would like to have answered, there being few who have not or do not continue to exhaust every scheme and method known to them to rouse some heavy-headed members of their families in time to eat breakfast and get to the office or school on time.

"With an odor, undoubtedly," a well-known physician replied to the question.

"The sense of smell is the most easily aroused of any of the five. We have trained ourselves to disregard noises—else we would get no sleep at all in a city. In the country the same sounds which we utterly disregard in town would awaken us instantly.

"To shake a person is more or less successful, as a rule, but often it serves only to half rouse the sleeper, and he turns over and goes to sleep again, or, if he does wake, he is apt to be in a bad humor. Any really unusual noise is effective, but one can't think of a new noise-making method every morning.

WARNING!

Be sure you don't fall into the same error that a Georgia merchant recently made in his announcement in the local paper. Here was his unhappy phrase:

"Don't kill your wife; get one of our washing machines to do the dirty work."

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Live Western Sales Organization

THE problem of handling sales in the West has been perhaps one of the most difficult that hardware manufacturers have had to face in their American distribution.

Although there are large buyers and the market is an active one, nevertheless the great West is a place of magnificent distances, widely separated from the centers of production. Furthermore, merchants have built up a strong sentiment for definite trade practice through certain channels of distribution.

Here is a line of resistance that is almost impossible to combat. It is sometimes equally difficult even to satisfy the wishes and desires of far western buyers.

In the last thirty years there have grown up scores and scores of manufacturers' representatives—residing in the far West, who handle the goods and general business of eastern manufacturers, just as a lawyer would handle the affairs of his client.

In a few cases manufacturers have established their own branch houses and handle the territory through their own organization. Yet most lines continue to be sold most successfully through sales representatives.

Pioneered the Way

Among these individuals and organizations there is one who can remember back before there was a single sales agency in the West, and that man is John T. Rowntree. As a matter of fact, Mr. Rowntree was among the very first sales representatives in the territory, if not the very first, and we may say that he stands in the same position today.

As a young man Mr. Rowntree took to the hardware business by aptitude and inclination, and it was not many years before he became a buyer and general manager of a wholesale hardware house in Knoxville, Tennessee.

Vision of Western Enterprise

Mr. Rowntree conceived the idea that there was a future in the Pacific Coast States for joint representation of eastern manufacturers. With that idea in view, he resigned his position in the fall of 1889 and moved to Denver, where he established his first office and traveled over the territory from the Missouri River to the Pacific Coast. As the business grew on the Pacific Coast and the possibilities became more apparent, Mr. Rowntree gave up the Missouri River territory and devoted his entire attention to the territory from Colorado west. While embracing nearly one-half of the United States in area, the entire population of the territory at that time was only about eight million inhabitants.

Considering the fact that the area was large and the country sparsely settled, as compared with the middle West and eastern states, and there being only a few distributing centers in the far West, Mr. Rowntree conceived the idea of establishing offices in a number of the jobbing centers in his territory with resident salesmen in charge. This policy provided not only a saving of time and expense in traveling the long distances between cities and gave his job-



S. F. BEATTY



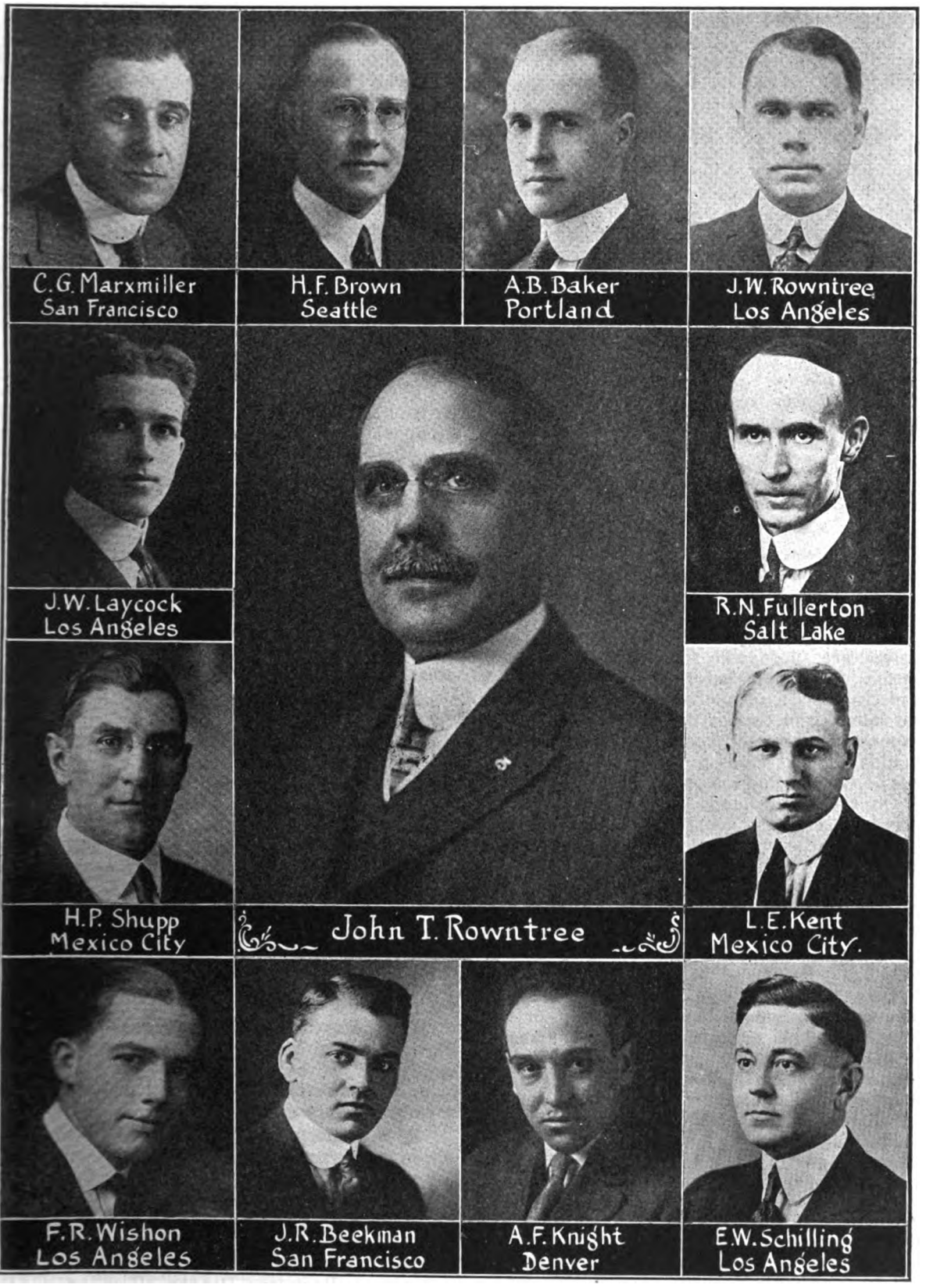
W. R. VOORHEES



DON STANBERY

Well informed, progressive salesmen who add strength to the Rowntree organization.

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bing friends service and cooperation by being on the ground and working the territory closely, but more could be accomplished for the manufacturer than by having salesmen cover the territory intermittently.

Seven Western Offices

Mr. Rowntree now has offices in San Francisco, Los Angeles, Seattle, Portland, Salt Lake City and Denver, and has just opened an office in the City of Mexico for the purpose of looking after the trade in the southern republic. In addition to one or more salesmen located in the jobbing cities, Mr. Rowntree visits his different offices and still continues to cover the territory at stated intervals to keep in touch with the situation in the different parts of his territory.

Mr. Rowntree's business has grown and he has grown with it and the territory has responded to his efforts.

In the thirty years since founding the organization Mr. Rowntree has found it necessary to multiply his personality until today there are sixteen men imbued with the "Rowntree Spirit" representing the organization at his different offices.

Men of Counsel and of Action

It has been our experience that there are two types of successful business men: Administrators and executives. In accordance with the Roman roots and custom, administrators are those who "tend to" affairs and business; executives are those who "follow through" the matters that come before them. So the administrator is a man of great personal action and labor, who carries the weight not only of responsibility but of business action upon his shoulders. He "tends to" as much of his business as the day and his physique will permit.

On the other hand, there are those other successful business men who do the planning, who watch the progress, who know much, who guide, who "follow through" and yet who leave the detail and the action to lieutenants and associates. These are the executives. There is the same distinction between "line" and "staff" officers in the army.

Selecting Able Lieutenants

It has often been said by manufacturers who have done business with Mr. Rowntree or who have known his organization, that one reason for his signal achievement and growth has been due to his wonderful faculty for securing men of exceptional ability for his organization, and then imbuing them with enthusiasm, loyalty, and sound judgment. For the Rowntree organization is equally trusted by their principals in the East and their customers in the West.

Always consistently characteristic of Mr. Rowntree has been his genuine modesty and his fine gentility. It has always been his sincere wish to let his actions, his deeds, and his friends speak for him. As a matter of fact, this very genuine modesty of his has prevented us, for many years, from saying the very things we should like to have said in these columns regarding him. Yet his organization, his legion of friends and admirers in the West among the men who know him is the most eloquent tribute and recognition.

We are indeed glad of this opportunity to bring before our readers the faces of these fine men who represent Mr. Rowntree, representatives at the same time of the highest trade ideals, soundest business principles and of the thoroughly enterprising spirit of the hardware trade in the West.

Brief Biography of the Rowntree Rustlers

S. F. Beatty, veteran only in point of service, has been associated with Mr. Rowntree for 11 years and has played an important part in developing the business of the organization.

W. R. Voorhees has ably represented the Russell & Erwin Mfg. Co. for the past 25 years, 18 of which have been in the West. He will be a strong member of the staff at San Francisco.

Don Stanbery, former sales manager of the Union Hardware & Metal Co., associated himself with the organization in 1919 and his radiant personality will henceforth illuminate the San Francisco office.

C. G. Marxmiller has been connected with Mr. Rowntree's staff since 1919, and has proved himself to be just as good as he looks, a faithful and conscientious member of the San Francisco staff.

H. F. Brown has managed Mr. Rowntree's Salt Lake office for 12 years, and is one of the most popular and highly respected members of the fraternity. He will now have charge of the Seattle office.

Allen B. Baker, former buyer and manager of the tool department of the Honeyman Hardware Co., has recently joined the Rowntree organization and will have charge of the new office at Portland.

J. Wallace Rowntree has been associated with his father in the business for 15 years, and is second in command. He has added a keen mind to his natural endowment by blood and by proximity.

J. W. Laycock joined the forces of John T. Rowntree, Inc., recently and he is rapidly making good at the Los Angeles office. He is young enough to learn and old enough to remember and profit.

R. N. Fullerton has recently resigned his position as buyer for the Strevell-Paterson Hardware Co. to become manager of the Salt Lake office of the Rowntree organization..

H. P. Shupp is making his headquarters at the city of Mexico, opening the new office. After seven years with the Charles Ilfeld Co., he joined the Rowntree Denver office as southwestern representative.

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Loring E. Kent, one of the brave missionaries of American hardware, is establishing the Rowntree office at the city of Mexico. Mr. Kent graduated from the Hazard-Gould and Pratt-Gilbert Companies.

Frank Rowntree Wishon is the latest addition to the organization, but he has borne Mr. Rowntree's name for many years, and he has every reason to make good as specialty salesman.

J. R. Beekman has been associated with the Greenfield Tap & Die Co. for a number of years. Joining the Rowntree forces last September, he has just been transferred to San Francisco.

A. F. Knight of the Denver office has been connected with John T. Rowntree, Inc., for the past four years. He has proved himself to be a valuable acquisition to the company at an important post.

E. W. Schilling, connected with Mr. Rowntree at the Los Angeles office for the last five years, is most popular with the trade and measures up to the standard personnel in every respect.

THE OLD LOVELINESS

Old books, old friends are best;
Old things are loveliest:
Old houses, and the glamor of old days,
The olden peace, the olden, quiet ways.

Old gospels, and old dreams!
With new delight life teems
When these are read, when these are told:
All youth at last grows old.

In bleak December, lo!
A whirlwind of white snow.
O heart! lost April then
Seems wonderful again.

Yet dream new dreams, be glad
For all the soul once had.
Old books, old friends are best—
Old love is loveliest!

—Charles Hanson Towne.

Mr. Gaydogge—Well, by-by, my dear. In case I am really prevented from coming home to dinner, I will send you a telegram.

Mrs. Gaydogge—Oh, that's quite unnecessary; I've already taken it out of your pocket.

In spite of the advanced prices the barber was blue, and the razor he was wielding seemed to share his discouragement. "I've just about decided to open a butcher-shop," he said, reaching for the powdered astringent.

"And will you close this one?" his victim gasped feebly.

WHO IS THE "MIDDLEMAN"?

When prices are high, the middleman gets the blame. He is the link in the distributive chain nearest the consumer, and catches censure first.

Just what, or who, is the middleman?

Is it the retailer?—he gets his living along the chain of distribution that links consumer and producer. Or the wholesaler?—who is part of the same chain. Or is it the buying agent, the merchandise broker, the sales agent, the importer?

The middleman is not any of these. He is really not a "man" at all; simply a series of costs that must be met before the goods can reach the user.

This expense you would have to pay if you went yourself to Michigan for your beans, to Russia for your sables, to Cuba for your sugar—that is the middleman, only others who also want beans, sables and sugar help you foot the bills. He is freight—he is advertising—he is taxes—he is the salesmen's salaries—he is administrative overhead.

Obviously, these are expenses which must be paid; when they represent duplication or waste, open competition usually corrects them.

Before blaming the middleman it should be remembered that, so far, we have not found a cheaper alternative; that what is called the "middleman" represents the most economical distributive method the ingenuity of man has developed since civilization began gathering goods from the four corners of the world.

IT CAN'T BE DONE

If you are looking about for something to do, something big, something that will bring you fame and money, find something that can't be done, and do it. Whoever is working at what can be done is not indispensable. If he leaves, seven others are in line to take his job. But the man who does what can't be done is indispensable—the business cannot get along without him. Conscience always points to what is beyond our capacity. But the world progresses only as mankind does what cannot be done. If a thing is impossible—let's do it.

—Dr. Frank Crane.

Smiles have a place even in the common, every-dayness of your business. But it must be the smile that you mean, not the smile you wear on Sunday or the one you pull up out of your boots because a customer comes in your door and you fancy you can hear the bells of the cash register go ding-a-ling. No, the smile that you mean is the only one that will make the other fellow feel good. Well, anyway, it's going to pay you to feel a little happier and more human yourself.

"Sinecures are never long secure."

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What Policy Should Merchants Pursue?

The letters herewith were received too late to be included in our last issue, but they offer equally excellent suggestions and information to which buyers, both wholesale and retail, are giving serious consideration.

We are indebted to our good friends and correspondents, both among the manufacturing, jobbing and retail trade, for the splendid resume of business and trade conditions and the outlook that we have been able to publish.

PRACTICE THE GOLDEN RULE

Editor HARDWARE WORLD:

In our opinion merchants should place comparatively small orders for their stock, but large enough to take care of their reasonable requirements and in order that they may keep the stock well assorted without carrying a large stock of any one article or number.

We believe that an adjustment downward in prices of products such as we manufacture is inevitable, but we do not see how it could possibly be otherwise than gradual in its application.

We have had concessions in costs of some of our basic materials, principally bar steel for forging, but for a large number of our other materials and supplies we have had no concessions whatever and in such items as wood stock for handles, which is a very large item with us, we are told that there will not be lower prices for many months and that there will very likely be an increase in cost.

Taking the concessions which we have had in our material costs and applying it to the cost of a dozen pliers or a dozen screw drivers, figures a very small reduction in cost, not to exceed 2 or 3 per cent. Labor is a big factor in the cost; also the overhead. So far in our section we have not felt that it was fair to try to cut wages of our employes while we are operating our plant on a schedule of three days a week. Manufacturers in this part of the country concur in the belief that the reduction in wage rates should follow the reduction in the cost of living and the reduction in the cost of necessities in our section has been very negligible.

In our opinion it would be very poor judgment for the employers of labor to take the position at this time that they are now going to get back at labor for what they have suffered at the hands of labor during the war and since; for such a course would only give the labor agitators and their side partner, the Bolshevik, the very opportunity which he is looking for. If we are to get the cooperation of our labor, which we must have, we must be fair to them and remember the golden rule.

Our feeling is that the basic conditions of our country are so substantial that when this cloud of depression has passed away we shall all be working and running our plants full capacity. We have the feeling that it will not be many months before this will take place. Meanwhile, let every fellow keep his shirt on and "do to the other fellow as he would like the other fellow to do to him" were their positions reversed.

Yours very truly,
THE BRIDGEPORT HDWE. MFG. CORP.,
Bridgeport, Conn. Harry B. Curtis, Treas.

Leo. F. Harter, Jr., has opened a hardware store at Racine, Wisconsin, 1021 Sixteenth Street, where a complete stock of hardware will be carried on which catalogs are requested.

The Hoose Bros. at Atlanta, Illinois, has been reorganized into the Hoose Hardware Co. to carry a complete line of general hardware, stoves, implements, paints, sporting goods, electric supplies and pumps.

NO SURPLUS ON HAND

Editor HARDWARE WORLD:

There is no question in our minds but that the proper policy for the merchant to pursue in placing orders for the first half of 1921 is to curtail his buying as much as possible,

However, the dealer must take into consideration the fact that there is no surplus of goods on hand, consequently when business resumes its normal condition, there will be a great scarcity of goods, and therefore he must anticipate his wants far in advance.

Retail merchants will suffer little, if any, loss from declines, as the loss will be so gradual that it will not be noticed from the retailer's standpoint.

We believe that 1921 will be a very prosperous year for the hardware dealer, that as soon as merchandise reaches its proper value there will be a large demand and consequently a slight advance in prices. We are developing better balanced industries and the farmer will soon become reconciled to the new conditions, and no nation has the banking strength that United States has today.

Therefore it appears to us that we have extremely good reasons to expect a very prosperous year.

Very truly yours,
BUHL SONS COMPANY,
Detroit. A. H. Nichols, Asst. Gen. Mgr.

ALL MUST LOOK THROUGH OPTIMISTIC SPECTACLES

Editor HARDWARE WORLD:

We, as all business men, recognize the fact that conditions in this country today have been brought about by war conditions and particularly by the tremendous difference in the medium of exchange between our own and European countries. We would even include Canada today. It is a stumbling block that will be pretty hard to overcome and it would seem as though until the balance is more favorably in favor of our European friends that the exchange will not get toward normal very fast.

We also recognize the fact that even manufacturers as well as distributors are buying from hand to mouth, this in itself is enough to create stagnation in any country. When we can all begin to look through our optimistic spectacles and begin buying a little heavier, it should start the ball revolving. Let us trust this condition of affairs will obtain shortly after the beginning of the new year.

Yours truly,
DIAMOND SAW & STAMPING WORKS,
Buffalo. John T. Ronan, V. P.

The Universal Hdwe. & Machinery Co. at Orange Cove, California, have opened a new store at Orosi.

The Pioneer Hardware House at Nogales, Arizona, is said to be one of the largest hardware stores in Santa Cruz County. James W. Edwards, formerly traveling representative of Roy & Titcomb, Inc., is the proprietor.

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ALL MUST COOPERATE

Editor HARDWARE WORLD:

There can be no startling reduction in prices in the near future because manufacturers who have purchased material on a falling market and met the wage increases of the past year have already assumed a considerable share of the loss concomitant with a return to a lower price level. In the razor strop business there has been a reduction in cost of leather and hardware of only 12 per cent, which would allow a decrease of only 3 or 4 cents each in the finished product. Labor, coal, light and power have advanced in cost during the past year.

To justify any considerable reduction in prices, there must be a decrease of 35 to 40 per cent in raw material, and if not, a 25 or 30 per cent reduction in wages, then an increase in production, virtually equal to this amount. We cannot ask labor to accept less wages until living expenses are substantially lessened, but greater production can be reasonably expected, and when conditions are such that a reduction in wages can be accomplished without working a hardship on the families of the wage earners, labor will be found to be reasonable and fair in the matter.

No one class can bring about, unaided, the restoration of business activity. United action of labor, dealers in raw material, manufacturers, jobbers and retailers can cause the resumption of trade immediately, and a very decided improvement will be noticeable in less than 30 days. The retailer, at whose store the brakes on business were first applied, can start things going again by conservative but regular buying, and the banks will be glad to extend credit at a favorable rate of interest, just as soon as they are assured that a rational and concerted effort is being made to improve conditions.

As a concrete example of the remedy we suggest, let us imagine that every retailer bought a stock sufficient for three months of normal business. The certain result would be the instant resumption of production, the continued employment of labor, and the speedy return to satisfactory business conditions.

To sum up: The facts as understood by us are: Labor can help in this crisis by increased production; the dealer in raw materials by a reduction in his prices to manufacturers, who in turn can sell to the jobber at a lower price. The retailer can inaugurate the movement by buying in quantities large enough to keep his stock up to a reasonable level, and by doing all that he possibly can to cause a rapid turnover, while the buying public, with its income assured by the continuance of business, can be depended on to do its full share. Workmen are generous buyers, but if their purchasing power is impaired through lack of employment, their consumption of goods will be confined to things necessary to sustain life, and that largely on a credit basis.

We feel that too much credit cannot be given to the trade journals for any relief obtained, because they are bringing to the attention of their readers a clear realization of the situation, and are doing their utmost to prevent the stagnation of business during the period of readjustment.

Very respectfully yours,

THE ALLEGRETTI MFG. CO.,

Geneva, N. Y. A. L. Allegretti, Pres.

NORMAL ORDERS MEAN NORMAL TIMES

Editor HARDWARE WORLD:

The situation at the present time is so unique that it is a difficult matter for anyone to make a suggestion intelligently. We do believe, however, that if the merchants would face the situation as it is and immediately would place requirements for 60 to 90 days (there is no reason why they should not do this, as stocks are reported low throughout the country), the present situation would be shortly overcome and we would swing back then into prosperity.

Chicago. THE BARNEY MOORE CO., INC.

BELIEVE TEMPORARY CONDITIONS WILL SOON BE IMPROVED

Editor HARDWARE WORLD:

At a time such as confronts the average merchant today, it is quite difficult to strike the harp string that will correctly tune the attitude of the buyer to a wise policy of planning the placing of his orders for the first half of 1921.

It is the same today as it has been in the past that public opinion is strained considerably regarding the outcome of prices for the next few months. After careful consideration and numerous interviews with various large buyers throughout the country, the writer is of the opinion that, while it is never a bad policy especially for the small buyer or the merchant with a limited capital, to go slowly and not plunge, he must also keep in mind that if the buyers curtail too seriously the placing of orders, business conditions for the retail trade will not be improved, but considerably impaired, inasmuch as the manufacturer will immediately find it necessary to lay off a very large portion of his employes.

This would not only work a hardship on the buying power of the country but would make it necessary for the reduced percentage of merchandise being made at that time to carry the entire burden of the overhead. In this way the cost of production would not be lowered but increased.

We believe that a reasonable amount of placing of future orders is necessary and advisable, not only for the protection of the dealer in securing deliveries promptly for spring and summer shipment, but by placing orders the manufacturer will be able to keep his force of employes going and the employe realizing, as he is beginning to do today, that unless he produces as he should that he will eventually be let out. This action should very materially cut the cost of production and indirectly reduce prices.

We believe further that the temporary depression is simply a condition which will not prevail much longer than the first of next year. We should see a decided improvement in conditions generally from the first to the fifteenth of February.

In our opinion it is a good plan for a merchant to move such merchandise as he may have been carrying for some time, not only to ease his mind regarding a probable decline, but keep his stock fresh and new by the merchandise necessary to replace same.

We offer you the above reservedly and trust from its contents you may be able to gain some point that may be of assistance to others.

Yours sincerely,

ELGIN STOVE & OVEN CO.,

Elgin, Ill. Herbert N. Dieterich, Sales Mgr.

EXPECT ACTIVE GARDEN TOOL DEMAND

Editor HARDWARE WORLD:

Our line is probably a little different from the ordinary staples which sell all the year around, for garden tools are sold in the spring of the year and the trade usually does not last more than three months.

We are of the opinion that the trade in this country is not overstocked on garden implements and, as we believe also that the demand for garden implements is going to be just as great as it ever was the coming spring, the trade should put in the usual supply, which no doubt can be purchased at reduced prices.

The most essential thing in our estimation is the necessity of the trade ordering their garden tools early in January, otherwise, we believe it will be practically impossible for the various factories to furnish enough stock to go around.

Yours very truly,

J. E. GILSON COMPANY,

Port Washington, Wis. J. E. Gilson.

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NO REASON FOR FEAR OR PESSIMISM

Editor HARDWARE WORLD:

We have passed through an era due largely to war conditions when inflation of values was the order of the day, said higher values have been in many cases largely due to the advanced wage basis which has prevailed throughout the entire industries of both the U. S. A. and Canada, but no one can gainsay the fact that exceptional profits did greatly contribute to the higher basis of cost to the final consumer.

The day has passed and perhaps will never return when such opportunities for excessive profit taking will occur, and the time has now arrived when everybody from the top rundle of the ladder down to the first step must take account of their method of living in order to cut out absolutely extravagant habits.

Speaking of extravagance, almost everybody will deny that such a condition has obtained in their particular case; it will be difficult to find a man who has not to even a small degree added some extravagant habit in either his personal or family method of living, practically everybody who had the opportunity to splurge a little bit did not overlook accepting same.

The man with his eye on the target and with his ear to the ground did not fail to see anywhere from four to six months ago that we were headed toward a decline in values which of course in commodities means lower prices, and the fact that there have been no great failures throughout the commercial world during the last three months is convincing evidence that the great business men of the country used their foresight and were prepared for the new conditions.

There are lots of conditions in this world today if we will only turn our face toward them, which carry the point of view of the conservative optimist. So let's take that long range view and be hopeful.

It is a fact that a basis of conservative liquidation in values had become necessary in the mercantile world and we are today thoroughly convinced that under the guidance of our leading men in industry and finance the good ship U. S. A. has been headed safely away from the shoals, and is it not true that students of economic affairs the world over are of the opinion that the U. S. will be among the first of the leading countries of the world to emerge from the new conditions contingent upon readjustment?

There are many definite signs that can now be seen plainly on the horizon of hope, as for instance, the lowering of values and selling prices places us in a correct position as regards going into the foreign markets to negotiate business. We can compete in the near future with Germany, France and England with their low cost of production and even with the rate of exchange as it now exists against our customers in foreign lands, they will receive a greater percentage of value.

Take our domestic market. We are facing the greatest program in construction and repairing on the part of our great railway system. How about the building of new homes and other properties throughout our great country? Will not contractors be encouraged with the lower basis of cost, provided labor will do its share, to proceed to carry out the great building enterprises which have been in status quo for the last five years?

Again the action of the American distributors of merchandise in cancelling business already placed and then curtailing further orders was more abrupt than ever experienced by the great majority of men now engaged in mercantile business, and is it not just as likely that the "crack of the whip" as it were, when heard throughout our great country will cause a prompt resumption of buying and then the jobbers and dealers who have been cutting their stocks to next to nothing will in many cases be "left at the post"? It is very important for a distributor of merchandise to keep in mind the fact that his profits are derived from the sale of stocks in the warehouse and on the shelves.

It beehoves every man engaged in business to keep his eyes wide open and his ear to the ground as regards being in position to take care of stock requirements, and to wake up to a full realization that our great country is still doing business and will continue so to do, regardless of the cry of the pessimist and the business slacker who either fell into the habit during the big days of the past few years of neglecting important elements in his business or has been cry-babying during the last few months simply because his abnormal war time profits have been reduced and he is not big enough to join with other people in getting back to normal.

It is absolutely certain that we will very quickly see a definite start on the road to recovery of commerce and it is the writer's expectation that within 60 days there will be a revival of business in volume similar to that which began five years ago. Would suggest that you watch the change in the "state of mind" which will occur very soon after we have crossed the threshold of 1921.

Yours truly,

SURPLESS, DUNN & CO.,

New York. Oliver B. Surpless.

KEEP WELL STOCKED IF YOU EXPECT TO DO BUSINESS

Editor HARDWARE WORLD:

The wise merchant is he who keeps his stock of merchandise in such shape that he can supply his trade with the articles which he is supposed to carry and has carried in times past. Of course, this particularly applies to staples and not such articles as those just beyond the border of what strictly speaking is not in his line and which he often puts in just to have something always new.

Consider This Carefully

If a mercantile business is not one of buying and then selling, then what is it? How can a merchant sell if he hasn't bought? A merchant will spend loads of money on advertising to get people into his store, but it is money thrown away if he hasn't the goods to sell and a poorly assorted stock.

He may have advertised in the past when times were particularly good and built up a flourishing business. Then when things are just below normal, he lets the business drop by the board just because he won't even keep sufficient stock of staples. His customers go where they can get them. Would it not be better to meet a drop of 20 per cent and retain his trade, and his reputation as a live house?

In times of rapidly changing conditions, it certainly is wise for a merchant carefully to pursue a conservative policy. Instead of guessing at what he can use, he should very carefully estimate by past records on each and every item he buys what he can use and keep his stock up until he can get a new stock. He should spend more time than he has even spent in arriving at and judging what he wants, whether it is a tack or a stove. My experience in 27 years of selling to buyers of the very largest firms has been that the best and shrewdest have kept their stocks well balanced, no matter how bad the times were. There has never been a time when there was not some business being done.

Some people kill themselves by constantly worrying over some weak physical condition, resulting in their not taking enough nourishment to keep themselves alive. So it is often with merchants. They are hysterical over business conditions and do not take enough stock into their stores to keep alive. It really brings out the good business man when conditions are bad. When times are good almost anybody can make money and no great effort is required to keep a business prosperous.

To sum the matter up in a nut-shell, my opinion is that it behooves every merchant to keep well stocked by using more conservative methods of buying.

Yours truly, CLEMENT P. RUST.

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COUNTRY WILL CONTINUE TO GO FORWARD

(Note—The following copy of a letter mailed to all jobbers in the U. S. early in December by N. A. Gladding, vice president E. C. Atkins & Co., came to hand to use in our last issue but applies with equal force to present conditions. Every thoughtful business man will agree with Mr. Gladding in his analysis, and the methods to be followed to re-establish "mental" confidence—and that can best be done by everyone doing his full share.)



N. A. GLADDING
Vice President and General Manager of the E. C. Atkins Co.

This year of grace, good old 1920, is about to close. Can you say that it has not been a good year to you? We hear you say it has been and we believe there are very few if any concerns throughout this blessed country of ours but what can say the same.

Of late there has been a tremendous propaganda for "lower prices," and an immense amount of talk about a "readjustment" of things. In other words, a determined effort on the part of some people to force a change in conditions, instead of letting things take their natural course.

We have been particularly struck with the commonsense expressed in the resolutions adopted by the board of directors of the Mississippi Valley Association at its November meeting in Chicago, which reads as follows:

"Whereas, The condition of the United States is sound, but the temporary destruction of confidence through the severe and unnecessary restriction of credits, and through propaganda, which, in many cases, has not been predicated upon the law of supply and demand, has resulted in general stagnation, a steadily increasing unemployment of labor, and great distress to farmers, manufacturers, merchants, bankers and all other enterprises;

"Therefore, Be It Resolved, That it is the sense of the board of directors of the Mississippi Valley Association that the time has come to cease destructive and harmful propaganda, and for the adoption by the country as a whole, of a constructive program of thought and action; and, to this end, calls upon all organizations and the public press of the Mississippi Valley, and invites the public press of the country at large, to join the Mississippi Valley Association in formulating a program designed to show the soundness of national affairs, and the wisdom of every attempt to re-establish a condition of mental and financial confidence."

We note especially the last line of the second paragraph, viz.: "re-establish a condition of mental and financial confidence."

"Mental" is well put in because we sincerely believe there is more need of a re-establishment of the mental confidence than anything else.

It is coming back all right, and by the first of the new year most of us will wonder why we have ever been scared.

It will not be long after New Year's Day before sales managers of jobbing houses will be finding a large number of empty spots on their shelves, so that many of their customers' orders cannot be filled, all because their buyers were instructed in November and December not to purchase anything.

We feel certain that none of our good customers want to find themselves in the predicament, and we, therefore, respectfully and sincerely advise placing your orders now if you have not already done so.

There is not going to be so much decline in prices as has been predicted, and on some articles none at all, especially those where there was not enough increase.

In any event, practically all manufacturers will guarantee prices up to the date of shipment and they are not in the habit of making declines in the midst of a season.

In our line the raw materials have not declined and labor is higher today than it was a year ago, and the increased prices covering our line for the past five years did not average over 100 per cent; whereas many commodities, labor, etc., were increased several times that.

Again we respectfully advise placing specifications now, because time flies swiftly and goods of the character of ours cannot be made in a minute. It is, therefore, necessary to have specifications as far ahead as possible and we will appreciate that cooperation on your part, which means better service and more satisfactory results for both of us.

In conclusion, let us say we believe that the coming year is going to be one of the most prosperous and best in the history of our country and there is no reason whatever for fear or of holding back the purchase of necessary stock of anything that you handle.

The country is not going backward. It is going forward.

Yours truly,
E. C. ATKINS & CO.,
N. A. Gladding, V. P., Gen. Mgr. of Sales.

1921 PRICES STABILIZED

Editor HARDWARE WORLD:

We believe that after the first of the year manufacturers will have prices so stabilized that for months to follow there will be no lower prices on hardware in which iron and steel form the base. Even now a number of manufacturers are guaranteeing against decline ninety days from date of delivery, so that the merchant should have no hesitancy in placing his orders at once or as fast as his stock demands.

We believe the dealer by keeping up his stock even though he orders in smaller quantities than in the past will be in a more advantageous position for future business by having the reputation of being dependable to supply the wants of his customers as against the dealer who does not keep up his stock.

Sincerely yours,
HELLER BROS.,
By J. F. Rowe.
PHOENIX HORSE SHOE CO.,
By E. L. Johnston.

The Imperial Valley Hardware Co. installed a department for office furniture and supplies at their El Centro store, in anticipation of a continuous demand for this line of goods in their growing community.

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STAND BEHIND THE JOBBER

Editor HARDWARE WORLD:

Retail merchants should place their orders early with the jobbers in order that they may secure prompt shipments and be ready to supply the retail trade when business again opens up in the spring. We truly believe that unless this is done early in the year, there will be an unusual shortage of goods resulting in higher prices.

Further we believe that merchants should stand behind the jobber and give him such credit assistance as will enable the broadest distribution of products and guarantee straight through to the retail merchant protection against the manufacturer's own decline.

Yours very truly,

Keithsburg, Ill. THE CANNON OILER CO.

1921 DEMAND ASSURED

Editor HARDWARE WORLD:

We are proceeding cautiously, buying for our immediate requirements and covering ourselves on spring merchandise where we can secure reasonable protection against decline or where we feel confident there can be no material decline in price.

We feel that the retailer should conduct his business along the same line. He enjoys advantages over the jobber from the fact that he can secure quick deliveries and buy in small lots.

Expect Shortage When Market Opens

Stocks should be kept fairly well assorted, especially on staple items. We would not at all be surprised to find a shortage of merchandise when the spring opens up. This in our opinion will be due to the fact that neither the manufacturer, jobber or retailer is stocking up against the future.

When the demand comes we will all be short of merchandise. We feel confident that 1921 will measure up very favorably with the past two or three years in the volume of business as there is no question about the demand, providing other conditions will adjust themselves.

Respectfully,

THE WAGNER HARDWARE CO.,

Mansfield, Ohio. F. A. Walter, Vice Pres.

NO PESSIMISTS, FOR THINGS WILL BE ALL RIGHT SOON

Editor HARDWARE WORLD:

The policy which we will adopt in our general line will be to retrench on buying, excepting on absolute shortages. We do not intend to buy ahead on any commodity whatsoever. While there has been some depression in business in our particular locality, we have not felt it as much as other parts of our state, which are confined to one product only, we being fortunate enough to have various industries which draw on us, thus enabling us to do a certain amount of business, instead of none at all, as is the case with some of our more unfortunate localities.

We are not pessimists and know that things will be all right in a few months, and are going ahead accordingly.

In passing, will state that it would not be in keeping not to say something about the HARDWARE WORLD.

We wish to assure you that it is on our desk continually and referred to many times a day. Our boys in the store also refer to it quite frequently and we consider it one of the most valuable trade journals which we have in the store.

Wishing you continued success, we are,

Yours very truly,

THE F. RONSTADT COMPANY,

Tucson. P. R. Lucas.

OUT OF GOODS DRIVES CUSTOMERS AWAY

Editor HARDWARE WORLD:

We believe merchants should buy all the goods they need for their wants for sixty days at least, at all times keeping their stocks fairly complete.

It has been proven that even in times when trade is slow a merchant who is out of staple goods loses much good will.

By purchases going on freely for all current needs, there is no question but what conditions will soon right themselves. Yours truly,

Watertown. THE VILLAGE BLACKSMITH FOLKS.

BUY CONSERVATIVELY AND CONSISTENTLY

Editor HARDWARE WORLD:

We are always optimistic and prefer to look on the brighter side of conditions, believing there is more to be gained thereby than otherwise and that he who is always looking for trouble generally finds it.

It seems to us that with the opening of the new year, when everybody is anxious to do business, to make their improvements, construct new homes and buildings, and carrying out other long planned projects, merchants will find a lively demand for building materials and tools and with it will be the exhilaration of of all other activities.

To meet this condition the merchants who have the goods, as in the past, will be the ones to benefit and will do business, while those with less foresight or who are more timid in their buying will find themselves without the necessary merchandise to sell and with their sales force being paid to tell customers they have not the goods asked for.

Buy conservatively and consistently, but do not be without the goods in season. Yours very truly,

HAVEN & HAVEN CO.,

C. E. Haven.

NEEDS MORE THAN BRASS TO DO BUSINESS IN COPPER COUNTRY

Editor HARDWARE WORLD:

The writer cannot help but feel very pessimistic at the present time. This is caused, no doubt, on account of living in the copper country of Michigan, where we have to depend for our business to a very great extent on the copper mining industries, which have been for some time, in fact ever since the Armistice was signed, all shot to pieces.

Copper is nominally quoted at thirteen and one-half cents today, but we believe very few sales are made even at that figure, which is much below the cost of producing; therefore, the majority of mining companies have shut down and what few are running are doing so with very much reduced forces.

We presume that this condition exists to a greater or less extent all over the country, and that being the case, we do not believe it wise for retail merchants to positively commit themselves for any material ordered for future use and do believe it will pay to hold off for a time yet.

We are aware of the fact that this very holding off of the placing of orders has a tendency to make the condition even worse, but, for all that, cannot help but feel, and have no doubt that others feel the same way—that it is not up to them to make any commitments solely for the purpose of trying to right the condition.

We are hoping that when the new congress assembles legislation will be passed or something done to help out the export trade, which we believe will be the quickest way to right conditions in this country.

Yours truly,

PORTAGE LAKE HDWE. CO., LTD.,

Houghton, Mich. J. J. Zealand.

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A THOUGHTFUL BUSINESS ANALYSIS

Editor HARDWARE WORLD:

There is always uncertainty as to future developments which will affect business. This is especially true at this time. In this territory very much depends on the prosperity of the farmer. Farm products have declined to such a low figure that it is difficult for many farmers to even get expenses out of this year's crop. Before we can estimate much on the future, we will have to wait until the farmer has worked out his problems, and we can see what the prospects are for next year's crops.

As we view it, future business conditions will be governed largely by the attitude assumed by the business men. We must expect some reductions in the price of hardware and steel, but we believe it is a mistake to expect the price of hardware and steel to decline as much as have the prices on some commodities on which there has been an excessive advance.

The remarks made by Judge Gary at the recent meeting of the American Iron and Steel Institute fits the situation as well as anything could. He stated: "If serious disturbances occur in the business world, it will be caused by business men not using good judgment, or by undue governmental interference." As the latter is not likely to happen, the future of business will depend very largely on the actions of our business men.

The propaganda carried on so vigorously throughout the country to make the public believe that all prices were too high, has been carried too far. It is now realized that this was unwise and had done much harm and now an effort is being made to counteract its bad effect.

Commends Steel Corporation

In the iron and steel industries, most of the "premium prices" have disappeared, as was to be expected. The policy pursued by the U. S. Steel Corporation in holding down prices was certainly wise and reflects much credit on the men who are entrusted with the management of that great industry, because they, like others, were confronted with sufficient temptations to "get while the getting was good," as many others in the steel industry did.

Many manufacturers of hardware claim that at no time did they base their selling prices on the premium prices they were obliged to pay for raw material. Those who followed that course will not be justified in reducing their prices until their cost of production is lowered.

The most important item in the cost of manufacturing goods in the hardware line is labor. While there has been some increase in the efficiency of labor, there has not yet been a marked reduction in wages, and until that comes, we can expect reductions in prices only in proportion to the reduction in cost of production.

Taken as a whole, 1920 has been a very good year for everyone in this good country of ours. There must be ups and downs in business, and we should think of business in cycles of years, and not in weeks or months.

No Changing the Law of Average

Things have come so good for most of us during "War Times" that many of us are somewhat like the fellow who has been out on a "spree"—he doesn't like the taste of the medicine he must take after the "spree." We should remember that the right attitude towards business and all things in life is to recognize the law of average, so that if we happen to have a few lean months in some big years, we will understand that it is only the working of the old law of average, which no amount of wishing or complaining can suspend.

As a piece of advice for business men, we would suggest an expression that was made the other day by one of the most successful merchandisers in this country, who stated, "Be cautious, sure—but don't die. Watch stocks but don't lose sales. Your customers may have considered your store The One Place to shop until your being 'out' sent him on to a competitor."

This is good advice for every merchant to follow at all times, and especially now when so many are inclined to allow their stocks to run low, because they believe that there will be some declines.

We feel that if the business men of this country will not be stampeded and carried away by a feeling of pessimism, but will face the future courageously, we may confidently expect a very wholesome business for some time.

Yours very truly,
TENK HARDWARE COMPANY,
Quincy. R. Tenk, President.

BUYING THROUGH LOCAL JOBBERS

Editor HARDWARE WORLD:

Our policy will be to reduce our stocks to a minimum in all lines and buy in small quantities according to our needs through the local jobbers. On some lines that we have heretofore bought in carloads and placed in our warehouses before the season opened, this year will only be bought when we see an actual need for the goods.

This policy might not apply to merchants in every section of the country. We depend entirely on the cotton crop, which was short in 1920. The sudden decline in prices has made conditions unfavorable for merchants in every line of business throughout the entire cotton section, and we do not believe it is wise for any merchants in this section to stock up very heavily for the coming spring with these conditions confronting them.

Yours truly,
HAMP WILLIAMS HDWE. CO.,
Hot Springs, Ark. W. A. Davis.

CONFIDENT BUYERS CAN HELP

Editor HARDWARE WORLD:

Without confidence displayed between buyer and seller, we would not have any business relations that could be continued. There is no time like the present when such confidence is so necessary, and it is my opinion that if the buyers would display this that business would resume its normal action very readily.

From my observations all manufacturers are anxious to resume manufacturing their various products as quickly as possible, and are willing to make any reasonable concession in the way of price, and price guarantees, that is possible.

With this in mind it appears that the buyer would take very little chance in placing his business for future delivery, as the seller will guarantee prices up to any reasonable date requested.

Under these conditions, I feel that the placing of orders at the present time would make business better for all concerned.

Yours very truly,
KARL F. KRAFT.

NO TIME FOR CREPE-HANGERS

Editor HARDWARE WORLD:

We are proceeding as usual. We believe that every merchant should carry a stock of goods equal to the demands of his trade and should be out pushing for more business. Just now there is a buyers' strike, which is purely mental, and much urging on the part of the dealers may relieve the situation. This is no time for crepe-hangers.

Yours very truly,
S. C. JOHNSON & SONS, INC.,
Rush City, Minn. C. M. Johnson, Sec. & Treas.

The W. H. Peck Co. has purchased the Benjamin Davis stock at Ekalama, Montana.

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KANSAS JOBBERS' CAREFUL ANALYSIS

Editor HARDWARE WORLD:

It is hard to believe that sixty days ago everyone in the world, seemingly, was clamoring for merchandise of all kinds. Retailers and jobbers alike were pyramiding orders right and left in the hopes of securing some merchandise to meet their requirements.

This situation plainly shows on what an elemental basis our commerce rests, and is proof of the continued preaching during the past five years, that eventually the law of supply and demand would serve to check high prices and autocratic methods of distribution.

Today a buyer's market truly prevails against a seller's for many months past. There are factors in evidence which justify the thought that merchandise, while not in demand at this time, will be in greater demand in the months to come. Hysteria has much to do with the present situation, just as it had to do with the situation of former months.

Everybody wanted to buy then, and now everyone wants to sell—and we again repeat what has been our opinion during this later period of depression, that the wise merchant is he wh will buy conservatively, carry in stock the goods to supply the demands of his trade, buying frequently and in small quantities from his nearest jobber. We also believe the wise merchant will place his future order with his jobber, on seasonable lines that will be required in ninety days, buying them only in such quantities as he knows will be disposed of, and not carried over for another season.

We believe that there never was a time when the dealer could render himself more benefit than by concentrating what business he has to not over two jobbers. The scattering of this business will be an expense, and will not enable him so well to keep track of his purchases as where such are confined to one or two jobbers. Buying from his nearest jobber will save interest charge, and give a more liquid state to his finances.

There is no doubt that these times demand individual thoughts and action—that is to say, each member of the commercial body should exercise in the most strenuous fashion his personal effort towards remedying his share of the depressing situation. A cool head and a steady nerve in times of depression is the best safeguard. Hysteria, discouragement and recklessness will not only bring deeper in the mire one who permits himself to form these habits. Optimism will do more to clear up the present dilemma than any other factor.

We should have too much faith in the resources and wealth of this country to believe that brighter days are not ahead in the future. There is too much solid good times under the surface of things not to force its manifestation later on.

Credits have been extraordinarily expanded, but there is still an immense power in resources which must ultimately prevail in bringing back a normal condition.

Collections should be pushed with all possible energy, and in many instances it will be found that where an account cannot be collected in full, partial payment can be had, which will help tide things over. A dealer who had given his merchandise to a creditor is certainly entitled to payment, if not in full, partial payments at least. There are many individuals with money in the bank staving off their debtors because of the laxity on the latter's part. There never was a better time to make collections than now, because when buying is not indulged in there is certainly a greater accumulation of the where-with-all to pay for past purchases and old debts.

With the beginning of the new year, we look for a change that will mean the elimination of all the mental hazards that now obstruct our view and depress our temperaments. Let us hope that the first of January issues in a rebirth of our old time optimism and belief in the stability of the prosperity that we have so richly enjoyed for a number of years, and which should not, except for our own fears, be changed so suddenly. Faith in our country, in our neighbor, and in ourselves will ultimately bring about all that we desire in the way of good times and a happy and prosperous New Year.

Yours very truly,
THE LEE HARDWARE CO.,
Salina. Chas. L. Schwartz, V. P.

PROSPECTS FOR LOWER PRICES VERY SMALL

Editor HARDWARE WORLD:

The prospects for lower prices on garden tools for the next six months are very small. Ash handles are scarce and hard to obtain at any price. Steel is no lower in price and freight rates have advanced. Labor is only a small item of the cost and we do not look for any reduction in labor. It seems to us that the dealers would be perfectly justified in placing their orders for their average requirements as soon as they have completed inventories.

Yours truly,
THE CRONK & CARRIER MFG. CO.,
Elmira. G. H. Carrier, Treas.

NOT BUYING WORSE THAN OVER-BUYING

Editor HARDWARE WORLD:

We think that the first half of 1921 will be equally as good as the preceding months, still we think it is wise for merchants not to stock too heavily, but only for their normal requirements.

We think that the policy of not buying at all is really worse than over-buying, as it is the duty of all hardware merchants to serve the public. We do not believe that hardware merchants as a rule will lose much actual cash on account of declines in the market, but their losses will be more in anticipated profits. We are keeping our stock up to the normal, as we think it is the wise thing to do.

Very truly yours,
KNIGHT & WALL COMPANY,
Tampa. J. F. White, Buyer.

MERCHANTS LOSE MORE MONEY BY BEING OUT OF GOODS

Editor HARDWARE WORLD:

The advice I would give to any customer who asked me in regard to placing orders would be, simply and solely, "Buy what you have to have to take care of your reasonable requirements and nothing more."

Prices will generally decline, undoubtedly, but there is no profit in missing sales, and a merchant will lose more money by being out of goods than he will by decline in the market, if he buys conservatively from his near-at-home jobber.

Very sincerely yours,
FAILING-McCALMAN CO.,
Portland. Edward J. Failing, Sec.

BUY ONLY AT GUARANTEED PRICE

Editor HARDWARE WORLD:

Our policy has been to buy from hand to mouth as we need the merchandise upon a guaranteed price. We have placed a number of orders for 1921 merchandise at guaranteed prices, but have not placed any where we could not secure a guaranteed price. We find that this is the prevailing custom in this section, and the same must prevail other places over the country.

We know of one wholesale firm using the buying from hand to mouth idea as a credit resource and in fact, was using it to negotiate a loan.

Yours very truly,
Kingsville, Texas. THE KINGSVILLE LBR. CO.

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BUYER VS. SELLER?

Editor HARDWARE WORLD:

The pendulum is swinging from a sellers' to a buyers' market. Some buyers are endeavoring to accelerate the swing by refraining from placing orders for actual needs and in certain instances by cancelling orders already placed.

There will be reductions in prices in many lines of merchandise, but it will be many years, if ever, before we get back to pre-war prices. In its Bankers' Convention Edition, the New York Evening Post points out that following the Civil War it was fourteen years before prices got back again to a pre-war basis.

Today the manufacturers in the country are, with hardly an exception, in a particularly strong position—they have seen the busiest period in their history during the past six years—their profits have been large—they have accumulated working capital—they know there is an enormous demand for new building operations throughout the country—that millions must be spent by the railroads in construction and reconstruction work; the manufacturers know there is more capital available in this country to carry on this work than ever before.

Our manufacturers are willing to do their part in reducing the cost of living, but for the protection of their customers, as well as for self-preservation, they intend to keep business moving along sound lines during a period of gradual reduction in prices, and if it took fourteen years after the Civil War for prices to get back to an approximate pre-war level, it is certain they are not going to jump back over night at the present time. The prices of goods are governed by the prices of labor, materials, rent, taxes, etc. No one of these factors can be reduced unless the others are reduced in the same ratio and this is necessarily a slow process.

If manufacturers were to try to make big reductions in costs by radical cuts in the wages of employes, while rents, food and clothing are at present levels, this would force labor troubles that would precipitate "bad times" for the jobber and dealer as well as for the manufacturer. This is a time to give and take on the part of buyer and seller, and the buyers should realize that fact, otherwise if they act unwisely in trying to force prices down below what the market will bear, they can convert a period which should be one of good business for everyone, into a period of general depression.

"Business World Fundamentally Sound"

There is a great unsatisfied demand for hardware and tools throughout the country, in fact all over the world, and just as quickly as the consuming public feels that values have reached a reasonable basis, they will buy, and we will have a volume of orders that will keep our plants working steadily for the next two or three years at least.

While the time has passed for wild speculation in buying, if a jobber or dealer is going to stay in business, he must have enough goods to fill his orders. During the war, when costs were going up, the manufacturers lost money on many unfilled orders, but they didn't lie down on those orders. Now that the tide has turned the other way, it is needless to say there will be times when the jobber and dealer may have to pocket a loss in doing their part to keep up a normal supply of goods to meet the demand, but the profit made during the past few years by the appreciation of values of stocks on hand bought at old prices will more than take the sting out of any such losses now, and incidentally an occasional loss of this kind will not amount to nearly so much as the losses on orders passed up for lack of goods.

We advise conservative buying all along the line, but the buyer who imagines he can delay his spring purchases until the last minute and get prompt shipment on his orders is going to have hard sledding.

Yours very truly,

New York. JOHN H. GRAHAM & CO.

SITUATION LARGELY IN HANDS OF SALESMEN

Editor HARDWARE WORLD:

A carefuly survey shows there is a tremendous business being held back until the buyer can be sure that when he does order there will be no danger of losses due to declines coming after the purchase.

There is certainly buying power in the country and all that is needed to restore confidence that liquidation has been accomplished and that it is the right time to buy, is to convince the public that the bottom has been reached for a period at least long enough to warrant stocking, and guarantee it against declines by ourselves up to date of shipment. We will accept orders at present prices up to and including January 31, 1921; by so doing an order placed on January 31 might take 60 days to build, so protection to the buyer would be provided up to April 1.

It is our opinion that a good average demand for pumps will appear this spring and it is the dealer who has confidence enough to stock up reasonably who will get the business.

The situation is largely in the hands of the salesmen of the country; if they will start a campaign of optimism, it will go a long way toward adjusting the present conditions. The existing slump has been brought about by reckless extravagance in buying and a consequent tightening of credits and also by a firm conviction in the minds of everyone that a slump was due; now that it is upon us, it is time to find the way out. We must remember that these old United States will be here two years from now when the present will have been entirely forgotten, but why wait until then to get busy? The time to plant the seed of confidence is now.

We know that at present prices our product is on a reasonable basis, showing no more percentage of profit than existed in pre-war times and in many cases an adjustment upward is warranted. We were able to keep our costs down during the war period by the added production in our shops and preferred to give our trade the benefit of very low prices rather than bolster them up for our own benefit. With no inflation existing, no deflation is possible.

To revive a buying interest we must satisfy the public that we are on a new level of costs and costs govern selling prices. Today's costs show that a reduction at this time is impossible; pre-war prices in the pump trade are a thing of the past. The large number of live proposals that are pending, being held for definite action a little later, indicates that we are resting on the bosom of a sleeping market, not a dead one by any means, and when the buyer is convinced that liquidation has ceased, business will boom.

Seneca Falls, N. Y. GOULDS MFG. CO.

EXPECT BIG BUSINESS IN LEVELS

Editor HARDWARE WORLD:

We earnestly believe that hardware merchants should place their usual spring requirements, especially for tools, at once, as we personally look for a big business on levels after February 1. Owing to the shortage in homes that exists throughout the country, every merchant should endeavor to get a stock of tools on hand, because building will be in full swing again in the next three months.

Yours very truly,

J. SAND & SONS,

Detroit. F. F. Sand.

HE KNEW THE CODE

When John left home for Europe, his father told him to send a short wireless message if ever he was in trouble. One day the message duly came "collect" and this is what it read:

Dad:

S.O.S. $ P.D.Q. R.S.V.P.

Son.

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JOHN H. GRAHAM



WILLIAM A. GRAHAM



GEORGE A. GRAHAM

SEMI-CENTENNIAL OF WORLD-WIDE SALES ORGANIZATION

John H. Graham & Co., national manufacturers' agents, are celebrating their 50th anniversary this year. In connection with such a notable event, it is altogether fitting and proper that the trade in general should recognize the importance of the fact as well as the credit which should accrue to the members of this company for their achievement in hardware history.

Most hardware businesses are at the best short lived and hardware agencies representing manufacturers are generally fleeting phantoms, depending upon the personal prestige of a single man. Yet here is a company which has passed through 50 years of active business life, growth and development, until today it is among the very few firms in the field which covers the world in representing manufacturers.

Offices are maintained in United States, South America, Australia, New Zealand, London, England, Belgium, Cuba and Denmark, with correspondents in other parts of the world.

The trade well knows the national manufacturers and the full standard lines that are represented by John H. Graham & Co. As a matter of fact, the semi-centennial catalog published by the company would do credit to many a large jobbing house in the United States.

John H. Graham, founder of the firm, was born in Belfast, Ireland, in 1835, and entered the hardware business with Sargent & Co. in 1854, before the Civil War. The war of course interfered with his hardware history while he served with the Fifth Heavy Artillery from the state of New York.

Directly following the war, Mr. Graham became a representative for Hotchkiss Sons of Bridgeport, Connecticut, in New York. B. B. Hotchkiss was inventor of the famous Hotchkiss gun and the company was then the largest manufacturer of curry combs, mouse traps and game traps. It was while he was manager of the New York office that he conceived the idea of reducing the overhead for his company by representing other manufacturers in a like capacity, and from the start the great business has grown.

In 1884 Mr. Graham bought out the interest of his partner, Samuel Haines, and at this time W. A. Graham gave up the sea and also became a member of the firm. Early in 1887, G. A. Graham came to the firm, and became a partner in 1892.

The growth has been steady and at the same time great, perhaps due to the friendly feeling, good fellowship and team work between the representatives of the firm, their customers and their principals..

Bade & Ruetter are successors to Bade Bros. at Berger, Missouri.

NO DROP FOR SIX MONTHS

Editor HARDWARE WORLD:

In my opinion there will be very little decrease in prices on hardware commodities during 1921 and almost no decrease during the first six months.

The manufacturers I represent have to a great extent assured me that their prices will positively remain as is for at least the first six months of the year and state that if there is any decline for the last part of the year it will be very slight.

With the above as facts, I can see nothing better for the dealer or jobber than to go right along and keep stocks in good shape and wherever possible on present costs make a slight reduction without advertising the fact to the retailer or consumer. In other words, prepare and help on a reduction that will not in any way lead the consumer to think that prices are dropping and the bottom falling out, which would be suicidal to reaching a lower level without loss to the trade in general.

The lumber mills will be going full blast after January first, foreign trade conditions are due to improve, crop prospects for 1921 are the very best, shipping, foreign and local, will be heavy next year. elections are over and a vast majority satisfied. Therefore, stability has been established and the United States finds herself in the position of the leading nation of the world. Building and construction of roads, building, railroad equipment, etc., is needed and must be started.

With all these features and necessities considered, what is there to stop us from being a busy, prosperous people? In my opinion the greatest era of prosperity and advancement the world has ever seen is due for America, of which we should be glad to be a part.

Yours for a record 1921,

Seattle. T. D. McLEAN.

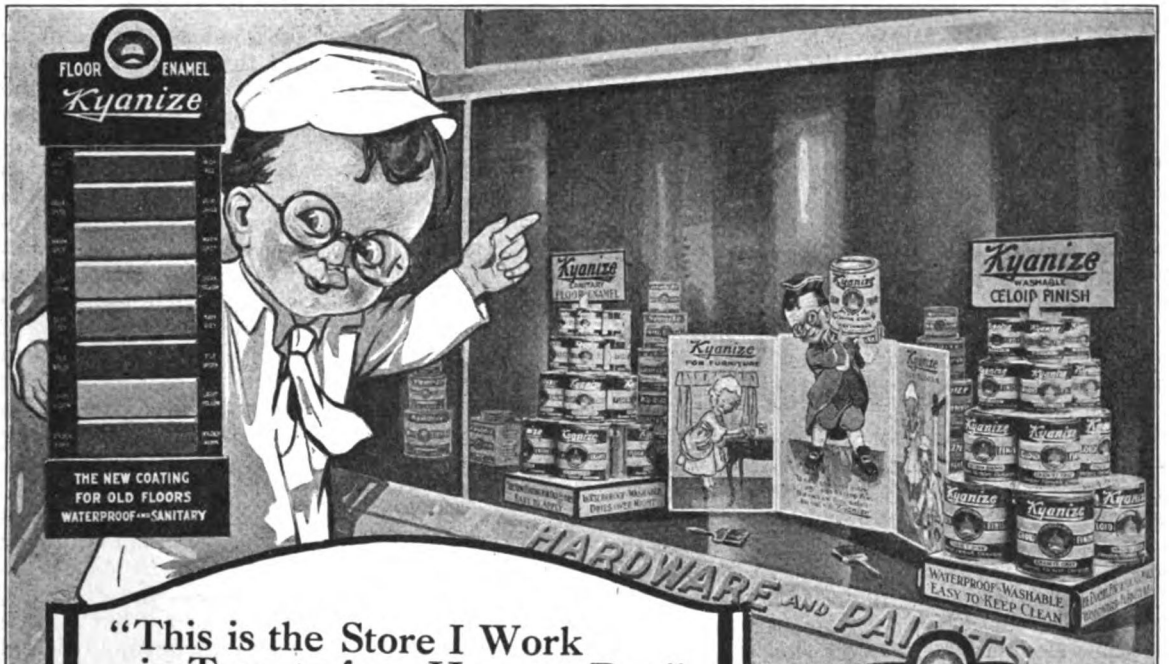
The Yakima (Wash.) Hardware Co. is now occupying their new building and the total floor space for the use of the company is over 100,000 square feet. Even now the company is so crowded that other building operations are being contemplated.

FOREIGN BUYERS VALUE HARDWARE WORLD

We appreciate the contents of your valuable journal, and read it with a great deal of interest. It gives us information with reference to American manufacturers that is most helpful to us.

Calcutta, India. S. G. HOOSEIN & CO.

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"This is the Store I Work in Twenty-four-Hours-a-Day"

—Winthrop Wise

Selling helps that really sell—cut-outs, signs and big smashing window displays including Winthrop Wise, the twenty-four-hour-a-day salesman. That's only part of the closely dovetailed proposition back of the Agency for

Kyanize KY-AN-IZE **Varnishes *and* Enamels**

New fast-selling quality products like **Kyanize** Floor Enamel, the new coating for old floors, and Porch and Piazza floors, and steps—**Kyanize** Celoid Finish, the really washable and sanitary coating for all walls and woodwork, a handsome durable product in eight tints and white. These new profit winners are backed by strong individual advertising features as well as the powerful magazine campaign.

Up-to-the-Minute Dealers! Write Us Today—

The **Kyanize** Exclusive Agency carries with it the most progressive advertising features ever devised. It's more powerful than ever this year. Only one dealer in each locality gets it. You should be the man, if there is now no Agent in your town —Write us—NOW—Today.

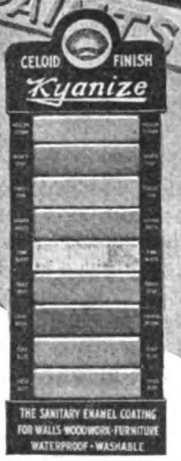
BOSTON VARNISH COMPANY

Everett Station 49 **Boston, Mass., U. S. A.**

CHICAGO: Warehouse and Office, 519 W. Roosevelt Road
SAN FRANCISCO: Warehouse and Office, 269 Eighth St.

WESTERN WHOLESALE DISTRIBUTORS

Bogardus, Wickens, Limited, Vancouver, B. C.
Campbell Hardware Company, Seattle, Washington
Timms, Cress & Co. Inc., Portland, Oregon
Sunset Paint Company, Los Angeles, and El Paso, Tex.
Ogden Paint, Oil & Glass Co., Ogden, Utah





Kyanize

KY-AN-IZE

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BE CAREFUL HOW WE TALK OF COMPETITORS' GOODS

(Copyright by Elton J. Buckley)

Not long ago a retail merchant in a town in New York State was given the agency for a certain oil to be used for automobiles and tractors. The firm which was to supply the oil was long established and reputable, and the agency looked like a good thing.

The retailer sold lots of this oil and the manufacturer was able to make prompt shipment. In a little while there was a lot of it out among automobile owners and tractor owners in that section.

Almost at once complaints began to pour in as to troubles with engines that never balked before this oil was used. The retailer made a careful investigation and concluded that it was this oil and nothing else, and he so advised the manufacturer. The latter sent a representative to the place and he too made investigation. At first he was inclined to sidestep responsibility, but the evidence was so overwhelming that he finally advanced the theory that a former employe, who had been angry at the company when he left, had introduced some acid into certain shipments of oil. He finally agreed that the retailer should recall all the oil that he had sold, but which was still unconsumed, and ship it back to the factory to be replaced with new.

The retailer was greatly dissatisfied with the transaction, and gave up the account, putting in a competitive oil. Naturally he was not backward in telling people the reason, with the result that he has pretty thoroughly killed the demand for that manufacturer's oil in that territory.

Now the manufacturer is about to sue him for damages for slander and libel, claiming that the talking the retailer did—some writing, too—has destroyed his business and cost him thousands of dollars.

Can he recover? I think not; not if the facts have been correctly given to me, and if the above is an accurate summary of them. The dealer merely told the truth, which is always a good defense. In a great many cases, however, competition leads men to go far beyond the legal limit, and they say things about competitive products which are untrue and slanderous and which give ground for legal action. Usually there is no legal action, the victim of such trade representations feeling that nobody pays any attention to such things. He is wrong, people do pay attention to them. They remember them a long time.

For instance, a man who had practically decided to buy a certain make of talking machine was in a large talking machine store one day buying some supplies. Casually he asked the proprietor if he knew the machine he had in his mind to buy. Yes, the dealer said, he knew all about it. Up to a week ago he had handled it. It was "no good at all," and he had to send it back and throw out the whole line. Why wasn't it any good? Because the tone arm constantly came loose and spoiled the reproduction.

Now the man to whom this was told did a rather unusual thing. He went back to the manufacturer of the machine involved and repeated what the dealer had said. The manufacturer investigated, finding that the line was taken from the dealer in question because he didn't pay his bills, that the particular type of machine had never gone wrong while it was in the dealer's store, and that there was nothing whatever in his criticism. It was partly due to a desire for revenge on his part and partly to a desire to kill the sale of a competitive article.

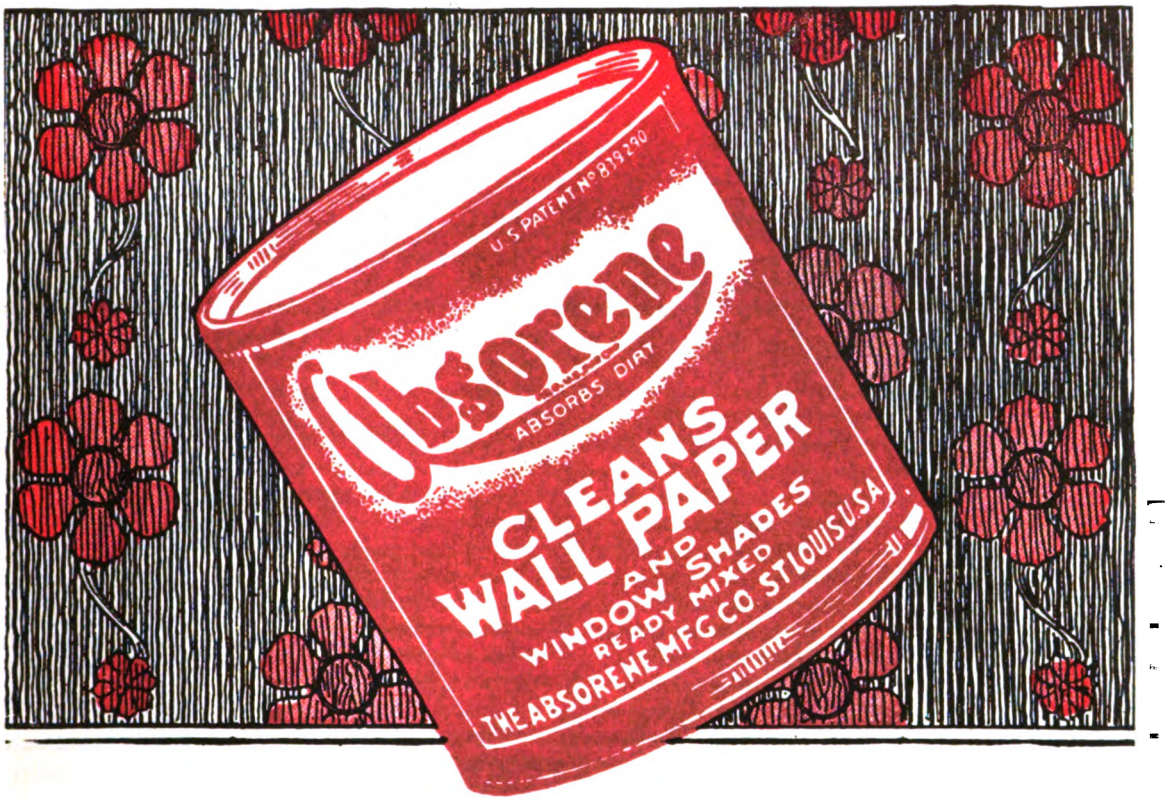
This manufacturer took the matter to his attorney and was advised that he had a proper action against the dealer. This will shortly be brought, and if the jury believes the evidence, it will in all probability succeed. The course taken was right. Here was an unfounded and very mean attack upon a legitimate product, the reputation of which is as sacred as the reputation of any individual. No telling how far the harm done might go. Usually the customer who hears such stuff doesn't tell the victim about it; he repeats it to everybody interested, and they repeat it again and so on indefinitely.

There have been a great many cases of trade libel, but nowhere near as many as there should be. As I said, competition goes too far. Only last week I heard an insurance agent say of a rival company, "Oh, don't put any money in there, whatever you do. That concern is as crooked as a ram's horn." The company named is absolutely reputable and among the leaders. The statement made was an outrageous slander and should never have been allowed to go unpunished. The company should have been informed of it at once and steps taken to pursue the author of the slander. And that, I think, will be done.

A seller of goods, or services, or what not, has a right to go pretty far in exploiting his wares. Naturally his chief asset is favorable comparison with competitive goods. In making that comparison he can express the strongest kind of an opinion about it; if he sincerely thinks so, and can show fair ground for his opinion, he can even say he thinks the other goods are no good. If he does so and even says why he thinks so, he will not be guilty of trade libel or slander. But to say a dealer is crooked, or a product is worthless, or "I'll bet that table goes to pieces inside of three months," as was done in one case, is wholly illegal, if not true, and an action will lie for it. And in many cases it ought to be brought. There is an astonishing amount of unfairness, unsportsmanship and slander, in the way we talk about our competitors' products.

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ESTABLISHED 1891 ESTABLISHED 1891



60% to 80% PROFIT

ON YOUR INVESTMENT

ABSORENE IS A PERFECT, EASY WORKING, NON-STICKY WALL PAPER CLEANER

THIRTY YEARS experience in manufacturing and perfecting Absorene has produced the most efficient Wall Paper Cleaner in the world, selling into millions of cans per year

We have always aimed to educate the public to the use of better wall paper—higher priced decorations—which they can preserve for a number of years through our process of cleaning.

"ISN'T IT A GRAND AND GLORIOUS FEELIN'?"

(With apology to Harry Lauder)

To know, when you see them coming down the street—walking into your store—in Springtime—that, you're on the RIGHT CLEANER—that sells—that satisfies.

WINDOW TRIMS. Counter Display Signs, Fiber Signs (12x42 in.), Folders and Dealer's Helps of various kinds will be supplied to all upon request.

THE PACKAGE

Absorene is put up in 14-ounce Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails. Lithographed Show Cards are packed in each quarter gross Case.

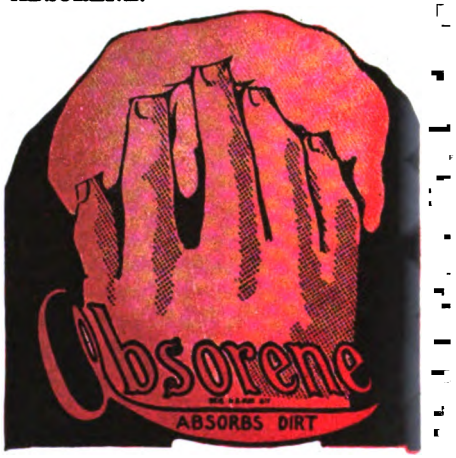
Absorene Cleans Easy!

Advertised throughout the entire Spring Season in all the leading Daily Newspapers of the Central and Western States.

The Leading JOBBERS in every City of the CENTRAL and WESTERN STATES, All Sell ABSORENE—All others should write us for our liberal Jobber's proposition, backed up with local advertising.

IT'S HIGH TIME

you got in line with us if you are one of the few who are not selling ABSORENE.



THE ABSORENE MFG. CO.

ABSORENE BUILDING

1609 to 1617 North 14th Street, St. Louis, U. S. A.

THE ONLY PATENTED READY MIXED WALL PAPER Cleaner



LEON D. NISH
Secretary of the Illinois Retail Hardware Association



ARTHUR J. SCOTT
Secretary of the Michigan Retail Hardware Association

Two of the big conventions of the month are those of the Illinois and Michigan Associations. These veteran secretaries know how to pull off a good convention meeting, for handling the bulk of the work depends upon the secretary.

The Illinois Convention and Exhibition will be held at the Hotel Sherman, Chicago, February 15th to 17th. The Michigan Convention and Exhibition will be held at Grand Rapids, February 8, 9, 10 and 11.

BE READY FOR A RISING DEMAND

Editor HARDWARE WORLD:

We haven't a great many suggestions as to the buying policy for the first half of 1921, because of the very fact that conditions are just as unsettled in manufacturing as they are in the jobbing business.

It is our opinion, however, that merchants should stock sufficiently to be ready for the rising demand for merchandise which must surely come.

Of course, at present there is no tendency to overbuy, but there is a tendency to neglect to stock in some small degree a sufficient amount of merchandise to meet the demand which has not existed for some months and which must average out under economic laws.

Prices have declined, so Bradstreet's Index tells us, on twenty commodities as much in 1920 as they advanced in the three years previous; but this is not true in all lines of hardware. If it were, we would rather be inclined to the belief that there would be some advance in prices at the beginning of the spring of 1921.

Most manufacturers seem to have already been willing to liquidate and take their loss. Most jobbers are not particularly concerned about their loss but rather have been trying to move their merchandise.

Most retailers and consumers are buying under no conditions and the retailers are trying to dispose of the merchandise which they have on hand at approximately the same profit they have been making for several years, whereas the consumer is led to believe that the moment the manufacturer reduces his merchandise prices to the jobber, the jobber must to the retailer, and the retailer should immediately offer the consumer the same merchandise at equal reductions, even though that particular merchandise was bought from six months to a year previous.

Optimism—Level Head—Confidence

This may be a hardship on the retailer, but again, economics will demand that the retailer will profit more if he moves his merchandise; and from traveling over a good deal of western territory from St. Louis east, I believe the retailer has come to the conclusion that he can run sales at this Christmas period and dispose of a great deal more merchandise than he would by simply depending on his Christmas trade at regular prices.

It is a big situation and, in a way, a very wholesome economic lesson to this present generation; and if the Federal Reserve Bank can control the situation, as they surely have up to date, all of us are apt to profit by this lesson and at no considerable expense in tuition fees.

Certainly, optimism, a level head and consistent confidence are necessary in this present period.

Yours sincerely,

FRANK MOSSBERG CO.,

Attleboro, Mass. F. T. Chase, Treas.

AN ELECTRICIAN'S ADVICE

If a woman is sulky and will not speak—Exciter.
If she gets excited—Controller.
If she talks too long—Interrupter.
If she goes up in the air—Condenser.
If she wants chocolates—Feeder.
If she eats too much—Reducer.
If she gossips too much—Regulator.
If she is contrary—Transformer.
If she is willing to come half way—Meter.
If she wants to go farther—Conductor.
If she will come all of the way—Receiver.
If she is a poor cook—Discharger.
If she is wrong—Rectifier.
If she becomes upset—Reverser.
If she elopes—Telegrapher.

N. B.—The above incident is now regarded CLOSED, CROSSED and not open to argument except—if you like her, spark-her!

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SAVE

WHEN YOU BUY THEM

YOU WILL WANT THEM AT SOME TIME

ORDER NOW!



For Prompt Attention Communicate with the Nearest

HOUSE OF SERVICE

*E. F. REINHARDT & COMPANY
13 South 4th St., St. Louis, Mo.

*MINNEAPOLIS ELECTRIC LAMP COMPANY
706 1st Ave. N., Minneapolis, Minn.

SOUTHERN JOBBERS SUPPLY COMPANY
534 Bienville St., New Orleans, La.

SAMUEL TOOLE
336 Burgess Avenue, Indianapolis

MICHIGAN LAMP COMPANY
109 Michigan Ave. N. W., Grand Rapids, Mich.

W. J. KATTREIN
29 No. Pearl St., Albany, N. Y.

*MID WEST LAMP COMPANY
189 West Madison St., Chicago, Ill.

HASKELL ELECTRIC LAMP AND SUPPLY CO.
1001 Chestnut St., Philadelphia, Pa.

*J. R. O'DONNELL & COMPANY
171 2nd St., San Francisco, Cal.

W. W. BOLZ
614 Fulton Bldg., Pittsburgh, Pa.

D. A. THURSTON
117 Trowbridge Ave., Detroit, Mich.

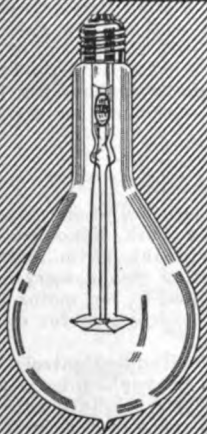
LOUIS SHIRO
50 High St., Boston, Mass.

H. L. WILLIAMS
Augusta, Georgia

O. J. DYKEMAN
117 No. 8th St., Reading, Pa.

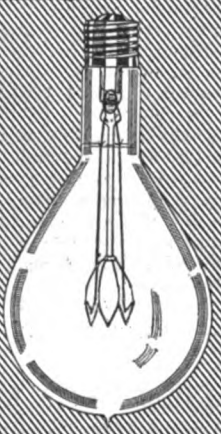
NULITE ELECTRIC COMPANY
220 West 42nd St., New York City

*Warehouse Stock.



SAVE

When You Use Them



FACTORY and MAIN OFFICE

SAVE ELECTRIC CORPORATION

220-254 36TH ST. BROOKLYN, N.Y.

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A TEST OF DISTRIBUTION

Editor HARDWARE WORLD:

Nobody knows the solution of the present difficulties. I feel very strongly, however, that when the solution is reached it will be reached by a state of mind on the part of manufacturers, merchandisers and consumers that has been more or less aptly described by the President-elect as normalism.

It is self-evident that if consumers can't buy because there are no stocks and dealers won't buy and provide stocks and wholesalers will not finance the dealers by buying stocks themselves and thereby discourage manufacturers from manufacturing, you have got a hard knot tied that absolutely prohibits business being done.

I think the dealer should reasonably anticipate from a careful survey of his local conditions what his trade is going to require for a period of, say, sixty to ninety days and provide a stock sufficient to take care of the normal requirements for that period of time.

The wholesaler should place his orders covering at least double the amount of what his dealers will require. In other words, the wholesaler's survey should cover a period of four months, so that when the dealer has exhausted his stock the wholesaler will be in a position to replace the dealer's supply.

With a four months' conservative estimate of the country's requirements, the manufacturer can then make provision for running and purchasing goods on a conservative basis to take care of the needs of the user so as to have the goods in actual existence when the user's need arises.

Alternative Is Direct Distribution

The only alternative to this condition that occurs to the writer is that all the business of the country be placed in the hands of large manufacturing units, capitalized sufficiently to maintain their own distribution and their own distributing facilites at all points of distribution, large or small, throughout the United States, so that they can feed the dealer direct.

The fact that this eliminates the small manufacturer from business and also the wholesaler or jobber would apparently not be of serious moment to the user or to the dealer at this time; but, should the large manufacturer fortify himself by the absolute control of the distribution of the manufacture of his line, there is no reason why he should continue the small dealer as the middleman between him and the user, nor is there any reason why he should not fix his price to return him such profits as in his judgment will sufficiently reward him for creating a monopoly of his business. This would naturally remove the dealer's means of livelihood and place the user at the mercy of the manufacturer in charging him so much as in the manufacturer's judgment the user can afford to pay, irrespective of the value of the goods.

Returning again to what seems to the writer as a reasonable attitude on the part of the wholesaler and retail dealer of carrying conservative stocks to take care of their requirements for a period of sufficient length to enable the manufacturer to make goods, we would say that the alternative can never occur except upon the loss of judgment or balance on the part of the distributor.

Very truly yours,
EMPIRE TIRE & RUBBER CORP.,
New York. F. I. Reynolds, V. P.

NEW MARBLE ARMS REPRESENTATIVE

Marble Arms & Mfg. Co., Gladstone, Michigan, announce McDonald & Linforth as their western representatives. Mr. McDonald and Mr. Linforth are too well known to the trade to need a formal introduction. Their knowledge of Marble goods, as well as our acquaintance with them, dates back almost to the time when the Marble Arms & Mfg. Co. was established, and no better men could be selected for this important work.

SALESMAN VERSUS DRUMMER

(By H. R. Wardell)

The Salesman—A gentleman.

The Drummer—A pest.

The Salesman—A man with keen insight to human nature.

The Drummer—A man who never knew that human nature was a study.

The Salesman—A man who uses good language.

The Drummer—A man who uses the latest slang.

The Salesman—A man who dresses cleanly and modestly.

The Drummer—A man who wears flashy clothing with his trousers six inches above his shoe-tops, and uses cologne.

The Salesman—A man who reads the current events and can talk with knowledge about the world's events.

The Drummer—A man who knows all about the best boxer, the fastest horse, the latest divorce case, or shooting scrape.

The Salesman—A man who enters an office with a smile and removes his hat, shakes hands when offered, and takes a chair when invited.

The Drummer—A man who breezes in, throws the telephone girl at the door a sly and would-be captivating glance, yells "Hello!" to the clerk, stalks in the buyer's office, pokes out a cigar, invites him to "Mit me," sprawls in a chair, jams his hat on the back of his head and blurts out, "Well, what's doin'?"

The Salesman—A man who makes statements reservedly and avoids an argument.

The Drummer—A man who knows it all and insists upon it, and offers to bet 10 to 1 he's right.

The Salesman—A man who goes into a hotel and waits his turn.

The Drummer—A man who elbows his way through and needs more attention than a chorus girl.

The Salesman—A man who knows his business and talks about it.

The Drummer—A man who thinks he knows his business and talks mostly about his competitors.

The Salesman—A man who tells of his firm and its virtues, of his goods and their qualities.

The Drummer—A man who "knocks" his competitors and talks about everything else but his goods.

The Salesman—A gentleman who goes to bed at a reasonable hour, when he can, and begins the new day fresh.

The Drummer—A person who frivols his nights at cabarets, goes to bed when there is no place else to go, and gets up next morning feeling like a dishrag.

The Salesman—A man with a book full of orders.

The Drummer—A man with a book full of addresses.

Which do you think it's better to be, a Salesman or a Drummer? There's no question about which pays the best. Look yourself over—become a surveyor of yourself for a moment.

NEW LANE JACK

Lane Bros. Co., manufacturers of hardware specialties, at Poughkeepsie, New York, announce that they are placing a new motor car jack on the market, which should not only be interesting to accessory houses, but also as standard car equipment for motor car manufacturers, because of its adaptability for either a low front or high rear axle.

The new Lane "H-C" (Handle-Control) No. 165-A Universal Jack is said to be applicable to practically every car shown on the 1920 list, obviating the necessity of getting down on hands and knees, as it is operated, reversed and withdrawn all from the outer end of the three-foot handle.

Martz Bros. have bought the business of T. H. Whitlock at Ericson, Nebraska.

Michael Sersen is interested in hardware prices for his spring buying at Reynolds, N. D.

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PLAYING *the* GAME

In their games the Indians exerted every effort to win.

The Standard Four Tire Company is "playing the game" by exerting every effort to win for its distributors and dealers a bigger, more profitable tire business.

An honestly built tire that gives honest mileage, prompt shipments, exclusive territory, liberal profits, and real merchandising co-operation, are the ways Standard Four "Plays the game."

An interesting proposition can be made to distributors and dealers in territories where Standard Four Tires are not already sold. Better write or wire today.

STANDARD FOUR TIRE CO.
DEPT. T KEOKUK, IOWA

Standard Four Tires

"Chief of the Tire Tribe"

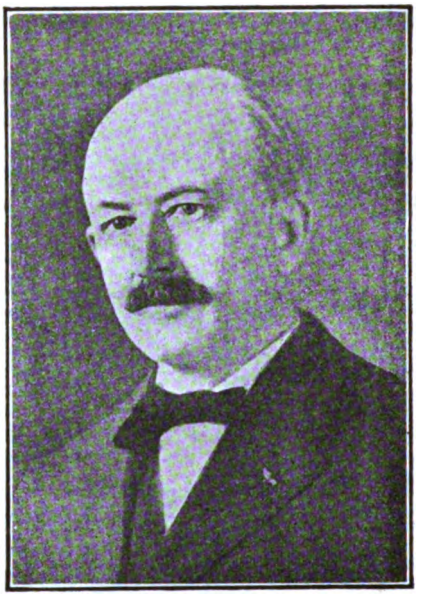
BRANCHES AT

Indianapolis, Ind.	245 N. Penn St.
Atlanta, Ga.	2 Courtland St.
Los Angeles, Cal.	342 W. Pico St.
Denver, Colo.	1700 15th St.

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JAMES D. CARSON
Secretary of the Ohio Retail Hardware Association



C. N. BARNES
Secretary of the North Dakota Retail Hardware Association

The Ohio Convention will be held at Columbus, February 15, 16, 17, 18 and the North Dakota at Fargo, February 8, 9, 10 and 11. An exhibition will be given in connection with both of these.

NO DROP IN CUTLERY COSTS

Editor HARDWARE WORLD:

The situation with regard to our line of cutlery can be stated without any uncertainty, as follows:

So far there has been no reduction whatsoever in the cost of butcher knives, slicing knives and kindred lines. The steel companies state very positively that there will be no reduction in the price of steel for at least several months, and probably not for a year.

There is certainly no reduction in the cost of the woods used in the handles. Turned handles are costing more, not less, than during the past few months. In fact, taking all articles of raw material into consideration, the cost to us is slightly more than it was three months ago.

The fact that there has been heavy reduction in the cost of wool, cotton, leather and some other raw materials entering into the manufacture of other classes of goods, has led buyers to jump at the conclusion that all kinds of goods would be sold at a lower price, and they have, therefore, deferred buying.

We ourselves are very anxious over this condition, because when they do begin to place their orders, we expect to have more than we can possibly take care of.

At present our factory is running to its utmost capacity, even though they are not ordering up to their usual season's requirements. Therefore, when they do realize that there is to be no reduction in price and begin placing orders, we are fearful that many of them will find that they will be unable to obtain goods as promptly as they would desire.

It now looks as though within three months we will have the same conditions that prevailed three months after the armistice was signed. Many buyers at that time, believing that they would obtain lower prices, delayed placing their orders until so late that it was entirely impossible for them to obtain the goods when they were needed.

There is nothing now to indicate that there will be any lower prices on our class of cutlery for at least a year. We ourselves would be very glad indeed if our costs could be reduced so as to meet the ideas of purchasers by giving them lower prices.

We very much dislike the dubious attitude taken by some buyers when they are told the actual facts, and this unpleasantness, for such it really is, would be done away with if it were possible for us to obtain raw materials so as to be able to reduce our prices.

Sincerely yours,

ONTARIO KNIFE CO.,

Franklinville, N. Y. J. L. Burritt, Sec.

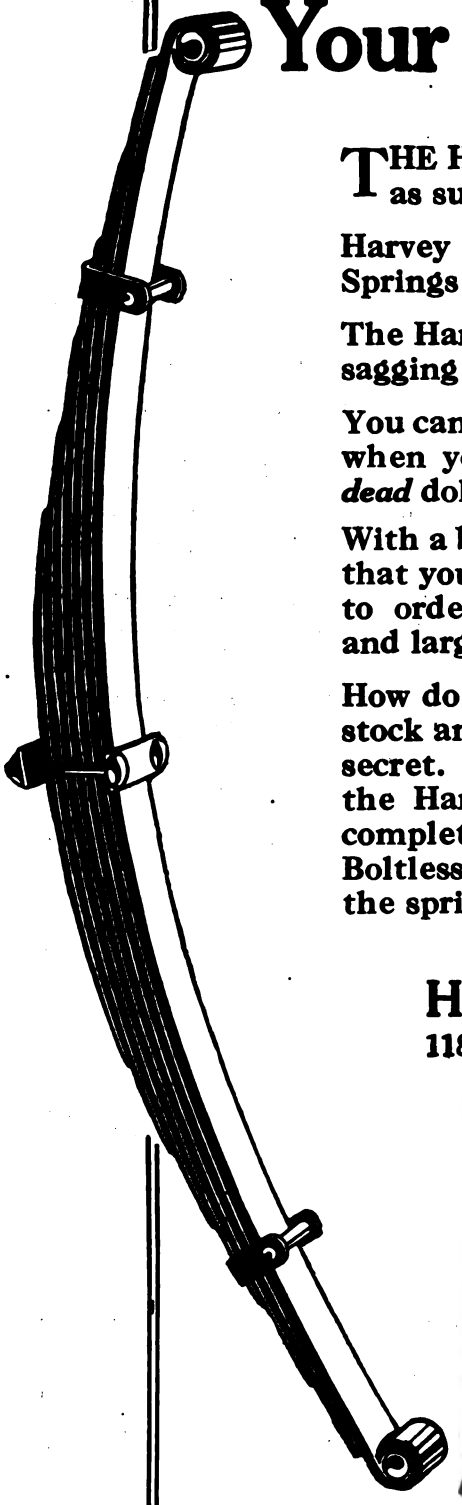
TELL YOUR APPLIANCE CUSTOMERS THESE ELECTRIC FACTS

Electricity is measured, just as water is, by the pressure and the rate of flow. The pressure is called voltage and the rate of flow is indicated in amperes. The voltage multiplied by the amperes produces watts, which are the units of work done by the appliance and agree with the amount of energy consumed. One thousand watts are called a kilo-watt, "kilo" being a Greek prefix meaning, "one thousand." A kilo-watt of electricty used continuously for one hour equals a kilo-watt hour.

The amount of current that an appliance will consume is always shown on the label or nameplate. For example a lamp may be marked "50 watts," or an iron may be marked "110 volts. 4.5 amperes."

That means that the lamp will burn twenty hours for the cost of one kilo-watt hour of electricity, say ten cents. The iron consumes 110 times 4.5, or 495 watts per hour. That is, it would operate for more than two hours continuously for the cost of one kilo-watt hour of electricity; but, of course, it is not necessary to keep the iron connected all the time it is in use, or it would get too hot.

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Your Profits Guaranteed

THE Harvey Sales Plan *Guarantees Your Profit* just as surely as we guarantee Harvey Springs.

Harvey quality enables us to guarantee Harvey Springs against sagging and breakage.

The Harvey Sales Plan guarantees your profit against sagging and lagging.

You cannot carry an overstock of replacement springs when you buy the Harvey Way. No need to have *dead* dollars lying on your shelves for years.

With a balanced stock of Harvey Springs, you will find that you can satisfy your customers without waiting to order springs. You will have quicker turnover and larger profits.

How do we eliminate all chance of loss from overstock and springs that do not move readily? It's no secret. We'll be glad to give you the full details of the Harvey Selling Plan and the Harvey Book—a complete guide for ordering any of the 1500 Harvey Boltless Springs—and a guide to bigger profits in the spring business.

Harvey Spring and Forging Co.
1182 17th Street Racine, Wis.

Harvey
RACINE
BOLTLESS
AUTOMOBILE
SPRINGS

Easy Riding — Guaranteed

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PROTECTING TIRE SALE ETHICS

The tire business as a whole has been injured by the misleading advertising of cut-price dealers in selling rebuilt tires and so-called "factory seconds," in the opinion of legitimate accessory merchants and distributors.

There is no objection to reconstructed, rebuilt or to "second" tires as such. There is a legitimate market for them. But it is the representations under which they are sold which constitute a serious menace to public confidence in all tire advertising. Instead of giving the complete facts, which would clearly show the true character of the tires offered for sale, irresponsible dealers either intentionally leave them out or so subordinate them that a misleading impression is produced.

Manufacturers have been somewhat to blame for the loose use of the word "seconds" due to the fact that some of them have sold surplus stocks or discontinued lines to dealers and allowed them to call these tires "seconds" because of "blemishes," "change of color," "change of tread," or "over-production."

A "second" actually belongs to a class of tires which is defective and this definition should be maintained firmly.

Rebuilt tires are commonly called "double treads," which leads the reader to infer that he is getting a tire with an extra thickness of tread instead of a second-hand tire re-made by cutting two old worn casings and sewing together the less worn parts.

Guarantees Puncture Also

Guarantees of exceptional mileage are invariably made for rebuilt and "second" tires but these are merely the dealers' own promises and are misleading because he simply offers to replace any tire which does not give the specified mileage with another tire of the same sort at half price. This sounds fair but experience has proved it to be otherwise. Elementary arithmetic will show the cost of mileage upon such a basis to be enormous if the tires blow up in a few hundreds miles, which they often do.

Comparing the price of rebuilt or "second" tires with the price of standard first quality tires of known and meritorious makes is another common and deceptive practice which many dealers follow. It is falsehood to claim that rebuilt or "second" tires are selling at large reductions from list price for the reason that such tires have no list price and have never had one. They sell for whatever they will bring and generally that is every bit of what they are worth in the market.

The $1 Tire Sale is another means of misrepresenting the price of such tires. In these sales the customer is given an additional tire for $1 provided he first purchases one tire at the full "list" price. In every instance two tires must be purchased and in no case is a single tire sold for one dollar. The use of the deceptive list price, plus the one dollar, gives the seller a good price for each tire.

Manufacturers' and Dealers' Problems

Manufacturers who are jealous of their reputation and of that of their product can lend material aid by refusing to accept such classifications as "blemished" and by insisting that "seconds" of their manufacture, no matter what the reason may be for classing them as such, be advertised only as "seconds," presumably defective and not guaranteed. A number of manufacturers are now following this policy. All should follow it.

Dealers or jobbers who are desirous of conducting their business on honest lines can set an example which will be effective by stating frankly, and without extravagant phrases, what they have to sell, abandoning use of the deceptive "list price" comparison, claims of enormous savings, false descriptions of "seconds" and misleading "$1 Sales" or "Bargain Offerings."

The earmarks of the deceptive tire merchant are plain to those who can read them and there should be united effort to check his activities.

VICTIMS OF PLUTOCRATS AND PREDATORY WEALTH

(By Walt Mason)

I hired some honest workingmen (to find such men long leagues I chased) to come around and fix my den, which time and weather had defaced. The carpenter arrived in state; he was attired in raiment glad. His touring car was simply great—eight cylinders the blamed thing had. The plasterer, a stalwart man, gave evidence that he was flush, for he rode in a fine sedan upholstered in the richest plush. The painter came, as he'd agreed, a man of rather haughty mein; he used to drive an old bay steed, but now he tools a limousine. The tinsmith came, an able cuss, who labors through a six hour day, and I admired his handsome bus, a model '21 coupe. And there was one who came to delve a ditch where concrete would be poured; his wagon was a supertwelve whose powerful engine chugged and roared. They parked their cars around my shack until the street, both ways, was blocked; and of the toiler's burdened back, throughout the day they warmly talked. They spoke of capital that sat in gilded ease and wore a grin, and on ill gotten gains grew fat, while honest toil grew lank and thin. They talked all day of tying cans to plutocrats and men of means, then drove away in rich sedans and touring cars and limousines.

STRICTLY BUSINESS

Chief Electrical Engineer (questioning applicant)—What would you do if lightning struck and exploded our apparatus?

Applicant—Go up with the report, sir.

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30 Years' Skill and Experience built into the new

QUAKER CORD TIRES

QUAKER CORDS are undoubtedly the last word in Cord Tires.

QUALITY instead of QUANTITY alone represents the output of these factories. And every QUAKER Tire is so thoroughly inspected that it seems almost impossible for one with the least defect to get into the market.

To protect the name QUAKER, the most rigid care is exercised in the selection of materials used in their construction.

To protect the ultimate owner of a QUAKER Cord —and also our Fabric Tires —we will continue to make the best wearing tire possible and the price as reasonable as is consistent with High Quality.



TIRE DISTRIBUTORS AND DEALERS

If you have built up a tire-selling organization or a tire department and desire to represent an old-established manufacturing house with more than 30 years skill and experience in the compounding of rubbers; and if there is no other QUAKER representative in your community, write to us, describing your facilities. Every QUAKER Distributor and Dealer is given our fullest support.

QUAKER CITY RUBBER COMPANY

Manufacturers of Mechanical Rubber Goods, Automobiles, Tires and Tubes

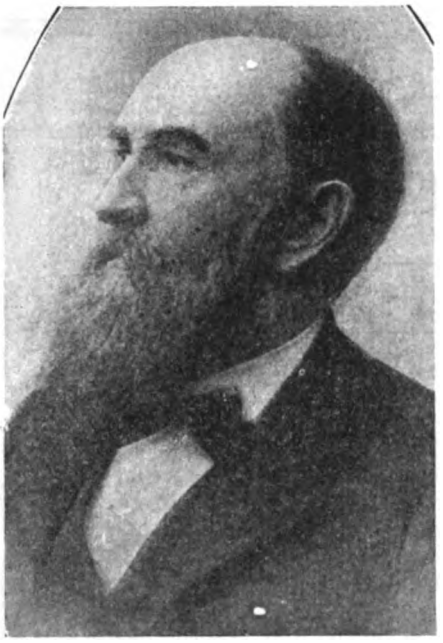
FACTORIES: PHILADELPHIA

629 Market St. Philadelphia	211 Wood St. Pittsburg	182 W. Lake St. Chicago	53 Murray St. New York

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ROY SMITH
Secretary of the California Retail Hardware Association



JOHN C. WHITE
First President of the California Retail Hardware Association



G. A. GUTMAN
President of the California Retail Hardware A sociation

The California Retail Hardware Association will celebrate the 20th anniversary of the organization of their Association at their convention to be held at San Francisco, February 15, 16, 17, and they are making their plans for an enthusiastic meeting.

TWENTIETH CALIFORNIA CONVENTION

When the California Retail Hardware & Implement Association meets at the Palace Hotel, San Francisco, February 15-17, it will be the twentieth annual meeting of the association.

An even score of years ago on the very same date, the first annual meeting was held in San Francisco.

At this time it is interesting to recollect the growth and development of the California Association. It was formed principally of three local associations in California, in San Francisco, Oakland and the Pacific Retail Association of the Sacramento Valley, which had been organized at Marysville in 1898.

The first president was John C. White of White, Cooley & Cutts, Marysville, California. Among those who attended the first convention was G. A. Gutman of Germantown. Although Mr. Gutman was more grave and bewhiskered than he is today, nevertheless he was the same good leader of the trade who is the present president of the association, and who will preside at the convention this coming month.

From 227 members in 1901 the association has a membership of 713 in 1921. Eighty-one per cent of the hardware and implement dealers of California are members of the association.

Among the important questions coming up for decision during the convention will be that of the advisability of affiliating with the National Association, the reorganized plan of operation in accordance with the recent division of the northern and southern California associations and the questions of cooperating with other far western associations in planning annual conventions at such times that there will be no conflicting dates. Thus national speakers and exhibitors at a hardware exhibition could move from one convention to another, making the entire circle of the West in consecutive weeks.

Boyt & Mayfield are the new owners of the T. S. Craig hardware store at Raymondville, Missouri.

A. W. STITT IN U. S. PERMANENTLY

A. W. Stitt & Co., Manufacturers' Agents, 127 York St., Sydney, Australia, is now owned and operated by Messrs. G. J. D. Stitt and J. Stitt, brothers of A. W. Stitt, who founded the business. A. W. Stitt has sold his interests in the business to his brothers and has moved to the United States with his wife to settle permanently. He will hereafter be engaged in importing and exporting at San Francisco. A. W. Stitt & Co. will continue to represent manufacturers of hardware throughout Australia.

PROGRESSIVE NEVADA MERCHANTS

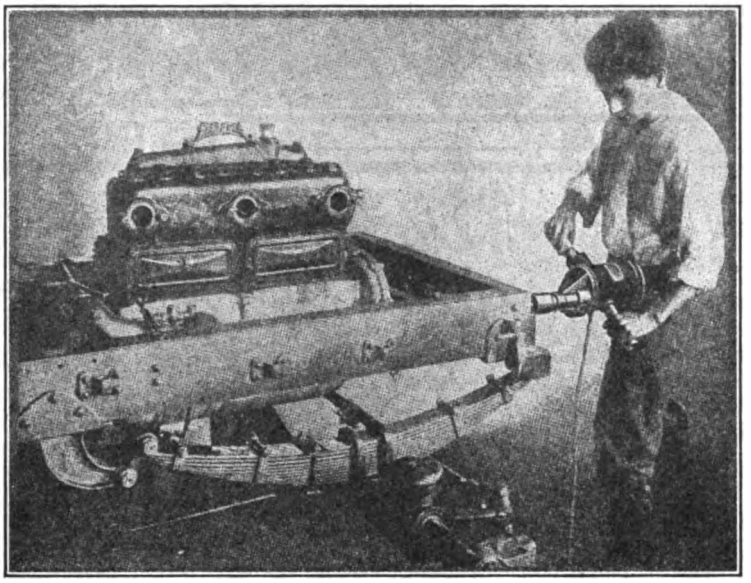
Among the representative merchants of Nevada, the name of Arendt-Jensen Company of Gardnerville, is prominent. This progressive and up-to-date firm has lately remodeled the store and doubled the floor space.

Business has largely increased during the past year and in order to care for same and be prepared for the increase, due to the development of the rich Carson Valley, a large sum of money was spent in improvements. Earl Christensen is general manager of the firm and he, with his colleagues, has steadily maintained the name of Arendt-Jensen Company in high repute.

The Winchester Repeating Arms Company has advised the trade that they will guarantee prices on metallic ammunition and loaded paper shot shells against reduction in price until March 31, 1921, following Elbert H. Gary's statement that there will be no reduction in the price of steel by the United States Steel Corporation.

H. J. Snyderman is a newly established manufacturers' representative, with headquarters at 488 Sutter Street, San Francisco, where he will represent standard lines, particularly in the electric appliance field.

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THE STANDARD PORTABLE ELECTRIC DRILLS AND GRINDERS WILL REDUCE COST AND SAVE TIME

The Tools you take to the work.

SPECIAL PROPOSITION TO JOBBERS AND DEALERS



WRITE US TODAY—AN EXCELLENT PROFIT AWAITS YOU

EVERY TOOL GUARANTEED BOTH ELECTRICALLY AND MECHANICALLY

BALL BEARINGS ARE USED THROUGHOUT

We manufacture drills and grinders for every class of work in all sizes—Write for Illustrated Catalog

THE STANDARD ELECTRIC TOOL CO.

CINCINNATI, OHIO

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AN IMPORTANT NATION-WIDE PLAN TO CHANGE LAW OF CONTRACTS

(Copyright by Elton J. Buckley)

I am told that there is shortly to be brought before the business interests of the country, particularly the organized business interests, a plan of modifying the settled law as it relates to the making of business contracts or the giving of orders for merchandise.

The plan is to change the law at two points. It is the law now, everywhere, that when a contract is in writing, the verbal understandings which were had by the parties before it was signed cannot be allowed to come into the case, even though they would show that the written paper wholly contradicted the understanding which one of the parties had. This is on the theory that the signing of a contract or the giving of an order is almost always preceded by a lot of desultory talk—bargaining, in other words—but the real intentions of the parties are supposed to be finally crystallized in the written paper, whatever it is. It is both parties' business to see that the written paper really does express those intentions, and if he fails in that, he can't fall back on verbal understandings.

The plan now under way would change all this by allowing any party to a business deal to introduce all the testimony he had as to the talk, salesman's representations, etc., that went on before the contract or order was actually signed. This is really a most important proposition. In literally thousands of cases if a man who signed an order without carefully reading it, having been led to believe by somebody's representation that it was wholly different than it was, could have been allowed in court to tell just what those representations were, the jury would have undoubtedly given him a verdict. As it was, he was not allowed to tell what the representations were and as soon as he admitted he signed the paper, there was nothing to it but to render a verdict against him.

The second proposed change is more change in business practice than a change in the law. Every reader hereof knows that very often contracts and order blanks which he is asked to sign contain a lot of small type provisions which are usually the weasel provisions—the conditions, and the strings which are deliberately put in there to give loopholes to the man who drew the contract. Insurance policies are notorious for this. The people that put in these small type provisions do so knowing that they won't be read, and they are right. Almost nobody reads them, but they are bound by them nevertheless, as thousands of parties to contracts have found to their cost.

The new plan is to compel everybody who draws up a contract for the sale of any sort of personal property to print all the matter in it in 10-point type, which is the size of the body type of this magazine. Special weasel paragraphs are to be printed in even larger type than 10-point.

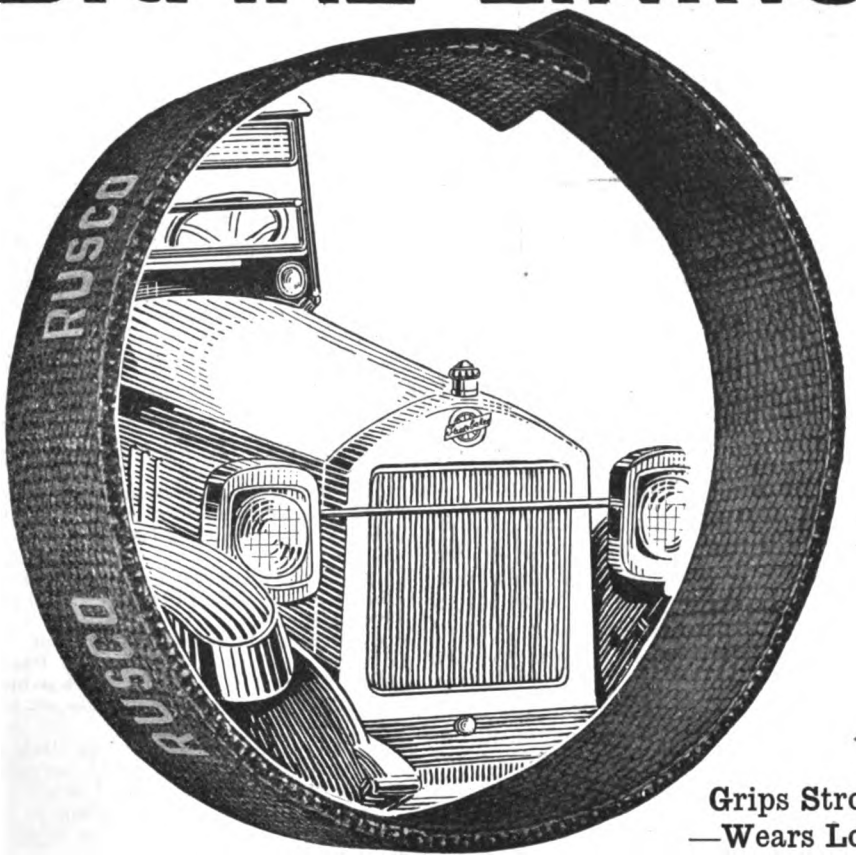
The plan is to frame an act and have it introduced into the legislatures of all the states and in congress. Probably nobody would oppose it, as there is no very tangible ground for opposing it. The act has already been passed by one state, Virginia, and went into effect January 1, 1921. That means a good start, anyway.

I reproduce the full text of the Virginia act here. In this form it will be presented to all other legislatures, and also to congress:

1. Be it enacted by the General Assembly of Virginia, That no contract in writing entered into between a citizen of this state and any person, firm, company or corporation, domestic or foreign, doing business in this state, for the sale and future delivery of any goods or chattels, machinery or mechanical devices, or personal property of any kind or sort whatsoever, shall be binding upon the purchaser where the form is printed and furnished by the person, firm, company or corporation, unless all of the provisions of such contract are clearly and plainly printed or written; and, where printed, such provisions and covenants and all stipulations as to the rights of the vendor shall be in type of not less than the size known as 10-point; and wherever in such contract, printed upon a form furnished by the vendor, it is stipulated that said vendor is not to be bound by any verbal agreement or modification of the terms of such printed contract, then such stipulation shall be printed as a separate paragraph or paragraphs and in type not smaller than pica. Should any of said contract, including the special stipulation hereinbefore mentioned, be printed in less than the size type hereby prescribed, and the agent or salsman of such person, firm, company or corporation enter into any verbal or written collateral agreement with the vendee, on the part of the person, firm, company or corporation, modifying or changing said printed agreement or the parts of said contract which are printed, then the vendee may, in any action instituted to enforce such contract, or the payment of any sum of money agreed to be paid under said contract, be allowed to introduce such collateral agreement, or contract in modification thereof, or any verbal statement made by said agent or salesman in modification thereof, in evidence in such action, and the same, if proved, shall be considered by the court or jury trying the case as a part of such printed contract.

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RUSCO
BRAKE LINING



Grips Strongest
—Wears Longest

A Token of Value—

The mere name-plate on a Studebaker car symbolizes "even balance," "reserve power," "low upkeep" and "control."

Thus each appointment, each feature in the construction of the car is in itself a token of ***value.***

That the manufacturers of Studebaker recognize ***value*** in RUSCO Brake Lining is proven by the fact that they use it in their cars.

RUSCO is a fine lining and nets you a real profit
Recommend it for relining — with confidence

THE RUSSELL MANUFACTURING COMPANY
519 Russell Ave., Middletown, Conn.

New York, 349 Broadway
Atlanta, 60 S. Forsyth St.
} BRANCH OFFICES: {
Chicago, 1438 Michigan Ave.
Detroit, 162 Jefferson Ave. E.

Western Representative: JOHN T. ROWNTREE, INC., Los Angeles, Cal.
San Francisco Seattle Salt Lake City Denver Portland, Ore. Mexico City

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F. B. LOMAS
President of the Iowa Retail Hardware Association



A. R. SALE
Secretary of the Iowa Retail Hardware Association

Their convention and exhibition will be held at Des Moines, Iowa, February 22, 23, 24 and 25.

YOUR HEAD—A LOAFING PLACE FOR HAIR?

Thinking was invented by Socrates, whom Francis Galton calls the greatest genius in history. Before Socrates, the head of man was largely a loafing place for hair. Now it's a perfect hot-bed of ideas, and the blank look of a man who isn't thinking of a thing is so rare that one almost never sees it.

Loose thinking, which prevailed for centuries before Socrates, was getting man nowhere. Socrates saw that and substituted for it hard thinking, which may be said to have done the business.

Like everything else new, thinking was regarded with alarm, and Socrates was put to death for it. Nevertheless, there were men who liked it and thought it was a good thing. They kept on thinking, and twenty-four hundred years after Socrates, we find ourselves enjoying the fruits of human thought to such an extent that men get rid of the hair on their heads as quickly as possible and devote themselves exclusively to the cultivation of thought.

If there really were hair restorers we wouldn't use them. Heads are much too valuable for waste products.

SETS MERCHANTS GOOD EXAMPLE

"My father," said the little boy, "is a numismatician."

"Why, Johnny," exclaimed the teacher, "a numismatician is a coin collector."

"Yes'm, that's what my father is; he's a conductor on an electric car."

CARLSON & FRAHM IN FIELD

It is indeed a pleasure to welcome to the trade Carlson & Frahm, new as a partnership, but old as friends and prominent figures in the western hardware field.

Al. Carlson has for a numer of years represented the Corbin Screw Corp. in the West, and is known thoroughly and confidently by the trade. Louis Frahm is not an inch behind him in name or fame. His connection as a buyer for Baker, Hamilton & Pacific Co. and later with Hughson & Merton, Inc., has identified him with the highest standards and inner circles of the trade in the West.

Offices have been opened by Carlson & Frahm at 241 Hanford Block, San Francisco, whence Mr. Frahm will handle the north, while Mr. Carlson handles the south. The two partners will alternate in their trips to the outskirts of the territory.

Among the standard accounts which they already have in the western territory are prominent manufacturers of tools, plumbing supplies and marine hardware lines.

At fifty miles drove Ollie Pidd;
He thought he wouldn't skid, but did.

At ninety miles drove Edward Shawn;
The motor stopped, but Ed. kept on.

Lies slumbering here one William Lake;
He heard the bell, but had no brake.

Please toll the bell for Thomas Earl,
For as he drove he hugged his girl.

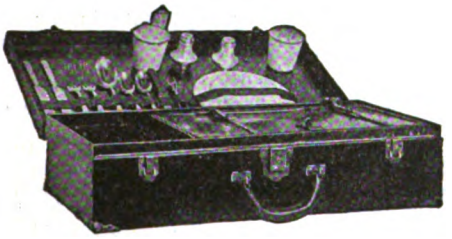
"So you graduated from a barber college? What is your college yell?" "Cut his lip, cut his jaw, leave his face raw, raw, raw!"

E. G. Clatworthy, recently bought the Husson hardware stock at Olney Springs, Colorado.

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The Most Efficient Camp Stove Ever Made



FOUR PARTY SUIT CASE OUTFIT

A complete outfit packed in a strong handsome suitcase. Equipment includes one two-burner Auto-Kamp-Kook-Kit, coffee pot, condiment container, pump and funnel, as well as a complete set of knives, forks, spoons, cups, plates, etc., for four persons. There is also a compartment for Thermos bottle, or other extras.

KAMP KOOK KIT

You can double your camp stove business with this popular specialty. Advertised in all the leading outdoor publications, the demand has already been created and with the coming spring, must be supplied.

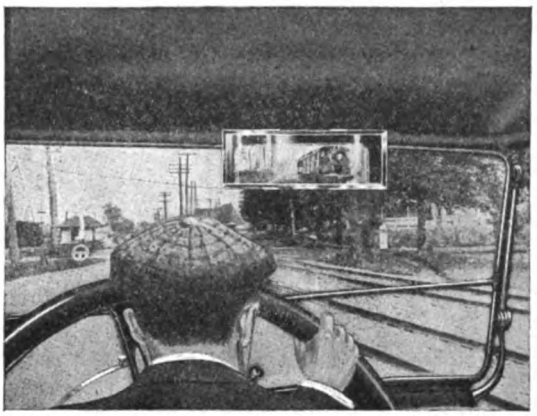
Auto-Kamp-Kook-Kit burns gasoline —the same grade as used in your car. Folds up like a suitcase with all equipment inside. Made in various sizes and styles, from the one burner "Hunter's Special" to the six party suitcase outfit, and retail from $10.00 to $47.50.

Get your order in today for immediate shipment.

Prentiss-Wabers Stove Company

18 Spring St. Wisconsin Rapids, Wisconsin

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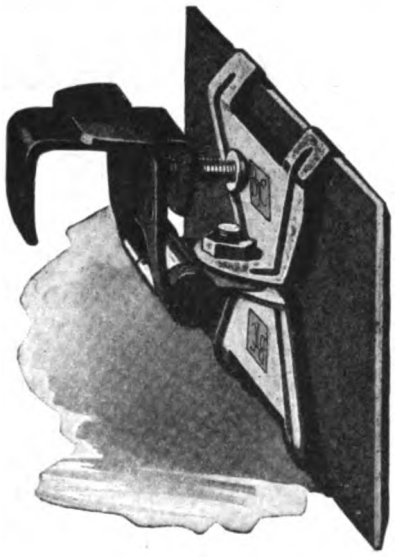


"PIONEER" AUTO MIRRORS FOR SAFETY

The Brewer-Tichener Corporation of Cortland, New York, announces to the trade the "Pioneer" auto mirror, a proteetion to the automobile driver, guarding the rear as well as the front of his machine, giving him vison in both directions without turning his head.

The accessory merchant can readily see the possibilities in this device and all members of the trade who are familiar with the standard maintained by the Brewer-Titchener Corp. and the nature of their other products will know that the Pioneer auto mirror is a sound specialty.

This new driving mirror is attached to the top of the wind shield of open cars, and just above the wind-



shield of closed cars. It can be instantly adjusted up and down or sidewise and always remain focused on the road behind. Out of the weather, clean and neat, it is an ornament to any car. The selling price is comparatively low and the trade discount liberal, making a feature for both dealer and user. It is only distributed through the trade.

It is reported that the McKinley Hardware Co., at Rock Island, Illinois, has added a line of automobile accessories to its wholesale and retail stock.

M. T. Nelson has purchased the Junction City (Oregon) Hardware Co., and henceforth the business will be carried on under the name of Farmers' Supply Co.



R. R. VOGT SUCCEEDS S. V. ARMSTRONG

When the Stanley Works called Sam. Armstrong to its service as one of its western district managers, Mr. Armstrong and the factories which he has hitherto so ably represented were faced with the same problem: To find a successor as manufacturer's agent.

It is our pleasure on this page to introduce to our readers a lame and uncomplimentary likeness of Russell R. Vogt, who has assisted Mr. Armstrong long enough to know the goods he represents, how he has represented them, and some of the people and problems to be dealt with in the western field. Suffice it to say that the work will be continued in the same way and along the same lines that it has followed under Mr. Armstrong's fine guidance.

Mr. Vogt has two strong arguments in his favor at the start: The fact that Mr. Armstrong has taught him and introduced him, and the further fact of his own most magnetic personality. We are sure that our readers will agree that even the glimpse of him on this page will be convincing.

Mr. Vogt will continue Mr. Armstrong's former office, 532 Monadnock Bldg., San Francisco, whence he will call on the western trade in the interests of Oliver Ames & Sons Corp., Armstrong Bros. Tool Co., Armstrong Mfg. Co., Cushman Chuck Co., Duff Mfg. Co., Andrew B. Hendryx Co., Smith & Egge Mfg. Co., George Stratford Oakum Co.

MAINTAINING 60 DAY SUPPLY

Editor HARDWARE WORLD:

We have been holding down all purchases to about 60 days supply and consistently declined any new lines that have been presented to us, as we felt that the merchandise on hand has justified all of our efforts without the addition of new lines. We are not placing any new orders and do not intend to do so unless conditions become more stable than at present and will continue throughout the first six months of 1921, at least, to order on the basis of 60 days supply. We find the most manufacturers are in a position to make prompt shipments and that we can very easily work on this basis for the above reason.

Furthermore, the railroads appear to have relieved the congested conditions that existed a few months prior and are now able to give very satisfactory delivery of all shipments.

Yours truly,
CHANSLOR & LYON COMPANY,
E. J. Hiebel, Asst. Gen. Purch. Agt.

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When

the weather is so cold that the bottom is going to drop out of the thermometer

PEERLESS

GUARANTEED HONEYCOMB

RADIATORS

will still be the popular radiator for Ford Cars, —because the scientific construction of the core permits of a flexibility that will withstand freezing

Retail Price $25.00



The CORCORAN Mfg Co.

CINCINNATI



Dealers who are not selling Peerless Radiators should investigate this wonderful replacement business. Ask your jobber or address Dept. 14

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JOHN R. SMITH
President of the Oklahoma Hardware & Implement Association



W. B. PORCH
Secretary and Treasurer of the Oklahoma Retail Hardware Association

These two efficient officers are planning gathering force at Oklahoma City, Feburary 8, 9 and 10, at their annual convention.

ARE YOU HANDICAPPED?

Young men who think they are handicapped by some physical defect, lack of education, little opportunity or something for which they blame someone else rather than themselves, may learn a lesson from this man:

William Kingston was born without arms. A medical expert who visited the English farmer recently, described him thus:

"Kingston highly entertained us at breakfast by putting his half-naked feet upon the table and carrying his tea and toast between his great and second toe to his mouth with as much facility as if his foot had been a hand and his toes fingers.

"I then put a sheet of paper upon the floor and handed Kingston a pen, which he grasped between the toes of his right foot and wrote three lines as well as most ordinary writers. In fact, as he told me, he writes all his bills and attends to all his own correspondence.

"He then showed me how he shaves himself with his razor in his toes and how he can comb his own hair, as well as dressing and undressing himself—with the exception of buttoning his clothes.

"He is a farmer by occupation and milks his own cows with his toes, cuts his own hay, binds it up in bundles, and carries it about the field for his cattle. Last winter he constantly supplied eight heifers with fodder and last summer he made all his own hayricks.

"He can do all the business connected with a hay field—except mowing—as fast and as well with his feet as others can with rakes and forks. He goes out and catches his own horse. saddling and bridling him with his teeth and toes, and he is so strong in his teeth that he can lift ten pecks of beans by them and can throw a sledge-hammer as far with his feet as other men can with their hands.

"He began with a single hen and her flock of chickens. With the profit on these he bought a ewe, then a colt and a sheep. Now he occupies and completely runs a small farm."

PRACTICAL PROFIT-SHARING

Almost all profit-sharing plans assume that profits are made by two factors, capital and labor. There is, however, a third, the consuming public, and it is even more important than the others.

Good will is the vital assets of every business. In many cases it is practically the whole business. That is the reason why the public cannot long be ignored in any distribution of profits, though just now many men are not only ignoring it, but are jeopardizing their future by antagonizing the public, and so dissipating the most important of all their assets. That goes for both capital and labor. Farmer, manufacturer, jobber, retailer and laborer—none can long survive the loss of good will and prosper. Intangible things—character and the confidence it begets; good will and the trade it brings—are the only solid assets of a business. Good will is created by good treatment, but the public can always take it back.

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There are Many Reasons

FOR THE CONTINUED AND INCREASED GROWTH OF OUR TRADE

If you are one of our customers you know them.

If you are not one, we want the opportunity of showing you why it will be to your interest to send us your orders.

NASH HARDWARE CO.

(WHOLESALE ONLY)

SHELF AND HEAVY HARDWARE

FORT WORTH
WICHITA FALLS

At Your Service Since 1872

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

San Francisco, California
Office: 339-41 Larkin St.

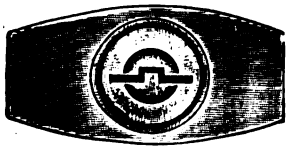
Los Angeles, California
Office: 124 South Los Angeles St.

King "Multi-Tumbler" Padlocks

Built to Serve Every Padlock Need







Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service— the customer to be the judge.

THE KING LOCK CO., CHICAGO, ILL.

SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

"HEXALL"

Trade Mark Reg. U. S. Pat. Off.

Ratchet Socket Wrench No. 2



Patented May 1, 1917

"HEXALL" Ratchet Socket Wrench No. 2—11 Pieces

—a favorite with motorists everywhere. It contains 7" Steel Forged, Ratchet Handle, 2 Forged Steel Screw Driver Bits, 7" Extension Bar, 7 Hexagon Sockets.

There are seven sets—a "HEXALL" for every need. This guarantee goes with every sale:

"Break Any 'HEXALL' Wrench and We Repair it — No Charge"

R. F. SEDGLEY, Inc. Est. 1897

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th St.
PHILADELPHIA, PA.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

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R. O. BACON
President of the South Dakota Retail Hardware Association.

H. O. ROBERTS
Secretary of the South Dakota Retail Hardware Association.

The South Dakota merchants will meet at Sioux Falls, February 22 to 25.



CASH REGISTERS AND BETTER BOYS

A National cash register to many a merchant stands for safety, reliability, efficiency—the best business practice. Therefore it is only natural that the same characteristics and principles which have been built into the machine should be evident in the policy of the builders. At any rate, the National Cash Register Company has set a proud example to other American manufacturers in bettering conditions among their employees and in their community.

Educating boys and girls to be good citizens is one of the unusual features of the welfare work of the Company at Dayton, Ohio. Every Saturday morning about 1200 children are guests of the Company at a two-hour entertainment. These entertainments are held at the factory auditorium and at the N. C. R. City Club, in the heart of the city.

The meetings are open to every youngster in the community. Their purpose is to teach the children good health, good habits, and good citizenship. Boys and girls come from all parts of Dayton. Their ages range from four to fourteen years.

The programs are always interesting, but never fail to educate as well as entertain. The right kind of knowledge is attractively presented by the use of illustrated lectures and motion pictures. Capable speakers give short, helpful talks. The children are impressed with the fact that they should grow up to be useful citizens. They are shown that the big thing in life is to do all the good possible, to all people.

The first real effective work was accomplished three years ago with the little children. A public kindergarten was opened for the boys and girls. A small cottage was secured by the Company. It was used as a center for all the neighborhood activities, which were supervised by a trained woman. Classes for the older boys and girls were soon started. The girls were taught sewing, embroidering and cooking. The boys were given lessons in wood carving and clay modeling.

Every boy was given a garden of his own. The Company furnished land, tools, seeds, and a competent instructor to teach the lads how to raise vegetables. The ringleaders of the boys were put in charge, and the problem of the boys of "Slidertown" was solved. The good done here soon spread to the homes.

Out of this experiment developed the Boys' Garden Company. This organization is chartered under the laws of Ohio. Officers and directors are elected, and cash dividends are declared. The boy gardeners learn how to work, how to be precise, to cooperate, to overcome difficulties, and the value of a dollar. These great lessons are very valuable to them later in life, and make them better citizens.

Typical Educational Work

The Saturday morning entertainments are an advanced step in the educational work carried on among the boys and girls. They enable the Company to do more good for the children than ever before. The programs usually consist of educational and comic motion pictures, illustrated lectures, musical numbers and refreshments. Everything is free and all youngsters in Dayton are invited to come.

Moving pictures help the boys and girls to understand and enjoy the things that benefit them mentally, morally, physically, financially and socially At times nationally prominent speakers and local men address the meetings on subjects that will interest and inspire the children.

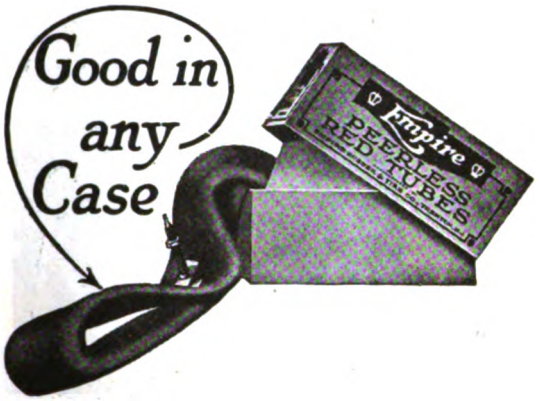
One of the most important subjects dealt with at these meetings is good health and right living. At each meeting a short illustrated lecture on some phase of good health is given by a capable speaker. This subject is presented in such a way that the children will understand and appreciate it. Stereopticon views drive home forceful points. Often physical drills are given, with all the children taking part.

This educational work has helped the children, the community and the Company. The boys and girls have exerted a strong influence in bettering conditions in Dayton. The result has been happier homes, better working and living conditions and good government.

This unusual application of the Golden Rule has benefited the Company in many ways. N. C. R. employees are proud to be members of an organization that is doing such splendid work. They know they are helping make Dayton a better city. Then, too, many of the workers of today first learned N. C. R. principles through the educational work carried on when they were children.

However, the greatest reward has come to the man responsible for it all. Mr. Patterson has earned the love and respect of his employees, fellow citizens, and the little children. He has found the secret of real happiness — that which comes from doing good to others.

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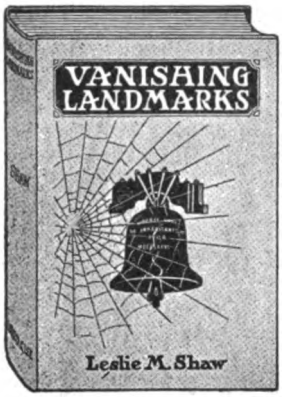
Here is a tire whose performance is as good as it looks. And our dealer proposition is better than either. Write for it today

A distributor may not have been appointed in your community and we may need each other

THE EMPIRE RUBBER & TIRE COMPANY, Trenton, N. J.

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"VANISHING LANDMARKS"—AN AMERICAN CANON



If you are not familiar with Leslie M. Shaw's "Vanishing Landmark," and if you are a good American and are interested in any man or in any work that deals honestly and soundly with American problems, we would suggest that you make a copy of "Vanishing Landmarks" your own and read it from cover to cover with all care.

As the author himself declares, he does not expect everyone to agree with him, but presents in admirable English and in forcible good taste a point of view, a philosophy of government and a sound doctrine of Americanism. Mr. Shaw was formerly Governor of Iowa and also served on the National Civil Service Commission at Washington, D. C., so he is thoroughly and amply acquainted with the government.

We find the book stimulating and suggestive. If you disagree with its thesis you will have at least devoted real thoughts to real problems.

The book is in no sense a "tirade" or an invective. Mr. Shaw is fair and considers his problems from all sides. Logical and balanced is he in his thought and his conclusion.

For ourselves we distributed "Vanishing Landmarks" pretty generously at Christmas time. We felt that here was more than a book. The whole is a beautiful tribute to the highest Americanism, that state of patriotism that is not satisfied with things as they are and is only anxious to improve, develop, to steer the nation's ship clear of shoals and shallows.

Mr. Shaw returns to the theories and spirit of the constitution as it was originally purposed by those masters of political economy, those men of mighty vision: George Washington, Alexander Hamilton, Thomas Jefferson and the other founders of the Republic. It is the best patriotic tonic you can obtain.

Mr. Shaw declares that unless we take stock of ourselves and change our course, there is little prospect for our sons or our son's sons as citizens of a Republic. We are headed for anarchy and despotism. If we take heed now and return to the course which was set out for us by the master pilots, we may avoid the rule of the mob and the fruits of mob control, the doom of every other Republic in the history of the world.

HEARD IN THE BLEACHERS

In the ninth inning the score stood 1 to 0 in favor of the visiting club. There were two on bases and two out. The local shortstop, a popular idol, stepped to the plate. His ears were large and red and set at right angles to his head. The hush in the stands indicated the intense anxiety and suspense. Strike two was called when suddenly a pleading voice from the bleachers charged with all the emotion of the locals called, "Pull in your ears, Shorty—you look like a lovin' cup to that pitcher."

The San Francisco factory branch of the Clifton Manufacturing Co., of Waco, Texas, has been moved from the Postal Telegraph Building to 339-341 Larkin Street, where they will be far better situated to carry a larger stock and cater to the automobile trade with their seat covers and camp furniture.



A. C. MOLINE IN COLORADO

A. C. Moline, formerly with the Ott Hardware Co., Santa Barbara, California, and later on the staff of the Winchester Repeating Arms Co., with its merchandising service division, is now manager for the Lowell-Meservey Hardware Co. at Colorado Springs, where he has an opportunity to work out his ideas and put into force the fruits of his study of merchandising and store management.

Mr. Moline reports that a number of changes are being made in fixtures, arrangement and in the sales organization. He hopes to have one of the most up-to-date and modern retail merchandising establishments in the United States. Mr. Moline's experiences has been in handling a high class of retail trade, particularly specializing in sporting goods, automobile accessories and goods demanded by discriminating buyers.

THE REAL SALESMAN

One who has a steady eye, a steady nerve, a steady tongue, and steady habits.

One who understands men and who can make himself understood by men.

One who turns up with a smile and still smiles if he is turned down.

One who strives to out-think the buyer rather than to out-talk him.

One who is silent when he has nothing to say and also when the buyer has something to say.

One who takes a firm interest in his firm's interests.

One who knows that he is looking out for his own interests by looking out for his customer's interest.

One who keeps his word, his temper, and his friends.

One who wins respect by being respectable and respectful.

One who can be courteous in the face of discourtesy.

One who has self-confidence, but does not show it.

One who is loved by his fellow-men.

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NEW ERA

DON'T tie up your money. Make New Era Better Spring Bumpers a leader in your store and be sure of steady turn-over and quickly earned profits. For New Eras are interchangeable for all cars. Only the attachment arms differ for different makes and models and even these will be exchanged free.



New Era Better Spring Bumpers are lighter, neater and the double bar of spring steel tied at both ends and reenforced in the middle makes them stronger. Write for catalog of Better Spring Bumpers, Springs and Tire Carriers.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Avenue
Grand Rapids, Mich.

"Better" SPRING BUMPERS



RELIABLE JACKS

The Popular No. 5

You don't have to kneel in the mud or dust to place the No. 5 Reliable in position, operate or remove it.

It is all done from a standing position by means of the long folding handle as shown above. This feature has made the No. 5 one of the most popular models of the whole Reliable line.

Then the rotary ball-bearing lift makes the No. 5 one of the easiest of all jacks to operate. Weight—8½ lbs. Capacity—1 ton.

Reliable dealers will make a lot of money with this jack in 1921.

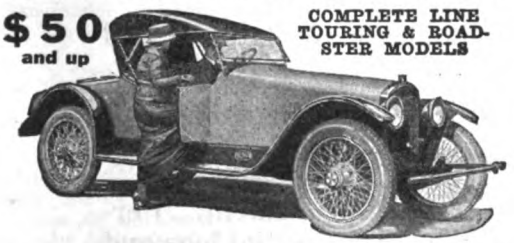
Write us about your requirements.

Elite Manufacturing Company
Ashland, Ohio

Stylish Fidelity Bodies for Ford and Chevrolet

$50 and up

COMPLETE LINE TOURING & ROADSTER MODELS

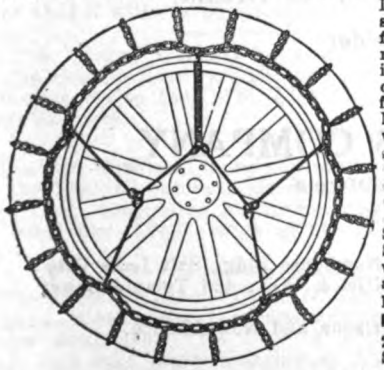


If you are selling, or intend to sell, **AUTOMOBILE ACCESSORIES** send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

SAVE YOUR FENDERS

Merchant's Anti-Skid CHAIN TIGHTENER

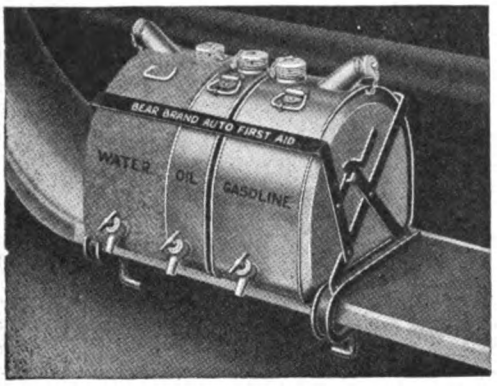


Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. **Price per pair $1.00.**

M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.

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BEAR BRAND CANTEENS



No. 50 "First Aid"



Standard

WHY

You Should Handle BEAR BRAND Canteens

MOST COMPLETE LINE—A canteen or running board outfit for every requirement.

HIGHEST QUALITY—Nothing but the best of material and highest class workmanship enter into their manufacture.

ALL REQUIRED COMBINATIONS **with** faucets and spouts.

ALL REQUIRED COMBINATIONS **without** faucets and spouts.

OUR STANDARD CANTEENS are a great improvement. Perfectly balanced on the carrying strap. Substantial legs and double bottom. Heavy duty blanket. All sizes, two to ten quarts.

FULLY GUARANTEED—Air tested and guaranteed. All dealers authorized to replace if defective.

Tell your jobber you have decided to handle Bear Brand.

Send for Our Beautifully Illustrated Folder

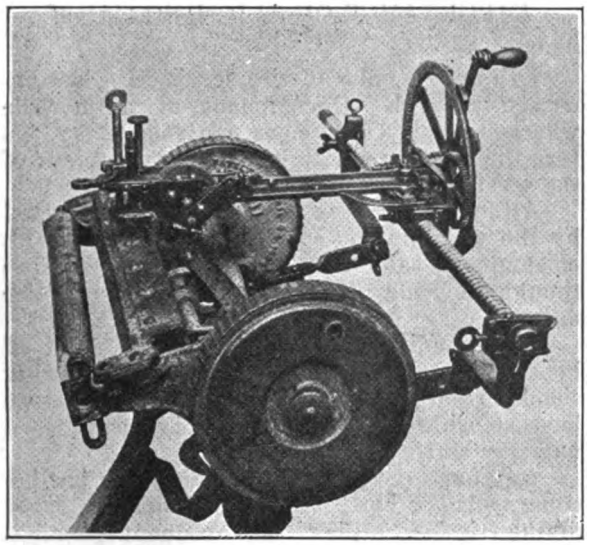
WOOLWINE METAL PRODUCTS COMPANY

Eighth Street and Santa Fe Ave., Los Angeles, California

SALES OFFICES

OMER COX, Postal Tel. Bldg., San Francisco
STRIMPLE & COX, L. C. Smith Bldg., Seattle
STRIMPLE & COX, Corbett Bldg., Portland, Ore.
JONES & COX, Newhouse Bldg., Salt Lake City
TAYLOR, YOUNGS & COX, 426 Temple Court Bldg., Denver.
SANDS & COX, San Fernando Bldg., Los Angeles, El Paso, Arizona and New Mexico.

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CLEVER LAWN MOWER GRINDER

R. H. Madsen of Hollywood, California, is the inventor of a clever lawn mower grinder which we are glad to picture herewith.

According to Mr. Madsen, the machine is a universal grinder and is attached directly to the mower without any additional means. It can grind both stationary and rotary blades, and operates either by hand or electric power. A year's trial has proved the instrument entirely satisfactory.

Mr. Madsen proposes to sell the patent outright or for a royalty. This opportunity for manufacture should prove interesting to some enterprising member of the western trade. A second patent has been allowed and a first has already been issued.

NEW ZEALAND PROSPEROUS

In a recent letter received from Bellringer Bros., Ltd., Plymouth, N. Z., one of our subscribers, they give us the information that their business has materially increased in the past few years.

They tell us, however, that stocks are hard to get, but prices do not seem to worry the people who are apparently desirous of the goods. They tell us further that New Zealand is full of money, that people are spending freely with no thought of a rainy day.

Farmers, who have been on their farms for years have sold out, sometimes as high as 135 pounds per acre, and are coming to Plymouth to retire. Hundreds have done this recently, which has caused a great shortage of houses. Buildings are going up all over the city, with a consequent big turnover in house materials. They look forward to the New Year with every confidence that it will prove a prosperous and successful one.

E. R. Spragg, formerly buyer of builders' hardware for the Seattle Hardware Co., is now in charge of the northwest office for C. N. & F. W. Jonas, Manufacturers' Agents.

Walter Widdison is now general hardware buyer for the Strevell-Paterson Hardware Co., at Salt Lake City, Utah, succeeding his former chief, R. N. Fullerton, who has taken charge of the John T. Rowntree office.

The Littell Machinery Co., N. 532 Washington St., Spokane, Washington, is specializing on automobile and garage equipment. Its lists of products include a crank and cam shaft straightener for Ford cars and tractors, piston clamps for assembling pistons, and an attachment for installing Ford motors as power plants.

"SAVELOYS" ON THE CRICKET GROUND

John W. Simes and Edward G. Vaughan are representatives of the John H. Graham & Co. in Australia, and are in charge of the company's office in Sidney, New South Wales.

Both Messrs. Simes and Vaughan attended the Graham semi-centennial celebration at New York and on Mr. Simes' return to Australia he wrote a letter with his most interesting impressions of America and of the trip home. Altogether they figured they traveled over 30,000 miles.

Following is an interesting extract from Mr. Simes' letter, mentioning a baseball game and the general unfamiliarity of Americans with Australia, as well as some things that seem very strange to Australians about the United States:

"I saw at San Francisco, prior to leaving on my return journey, the first baseball game I ever witnessed. I sat next to a gentleman there who had two sons with him and they amused me very much by eating the following assortment during the progress of the game: Hot dogs (we call them saveloys), peanuts, ice cream, cake, apples and washing all down with aerated waters.

"This Yankee gentleman expressed astonishment when I asked him to explain to me the rudiments of baseball, and upon questioning me as to where I hailed from, I told him New Zealand. He then stared at me very hard, and afterwards explained that he had not seen anyone from New Zealand previously and was under the impression that they were colored people (as black as ink), and that the men wore earrings about 3 inches long, so he was having a good look to see if there were any holes in my ears.

"This gentleman had no idea where New Zealand was situated (notwithstanding that he came from England to America when a youth) and I found the same ignorance of geography as regards Australia and New Zealand in other parts of America. One man told me he had an idea that New Zealand was situated near Greenland or Iceland, but he was a long way off the track."

NIAGARA FRONTIER HARDWARE CLUB

Buffalo is fast becoming a hardware center on account of the large number of different articles handled by hardware companies throughout the country which are manufactured at Buffalo and the Niagara Frontier.

The manufacturers in this district have recently associated themselves together by forming the Niagara Frontier Hardware Club and they desire to place themselves and the services of the club at the command of the hardware trade, both wholesale and retail, throughout the United States.

The officials of the club will, at all times, be very glad to actively cooperate with the hardware trade so far as lies within their power and desire to extend to the hardware trade an invitation to visit Buffalo and see for themselves the advantages presented by Buffalo as a hardware manufacturing center.

If any buyers visiting Buffalo will communicate with T. W. Porter, secretary of the club, arrangements may be made for hotel reservations, transportation, Pullman reservations or any other services which the club officials can render.

The hardware department of the Inland Empire Lumber Co. at Stanfield, Oregon, was recently burglaried of a small amount of merchandise.

The Builders Hardware & Supply Co. has been organized at Portland, Oregon, by E. S. Minchin, O. A. Spliid and V. A. Crum, with a capital stock of $18,000.

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H. C. JAEGER

Of Plummer, Idaho, newly elected President of the Pacific Northwest Hardware & Implement Association. Mr. Jaeger has been one of the keenest, most active workers for the good of the hardware trade in the Northwest, and in his new office he cannot but extend the scope and power of his efforts among his fellow hardware men.

WARREN AXE & TOOL COMPANY REORGANIZE

Although the Warren Axe & Tool Co., at Warren, Pennsylvania, has been reorganized, nevertheless the old organization will remain identified with the company. Nearly all of the old stockholders have exchanged their holdings for securities of the new company. A desirable feature of the deal is that a majority interest is still held locally.

Two new interests have bought into the new company, the Dillon interests, who are thoroughly representative leaders of the steel industry and Lawrence Chamberlain & Co., a New York investment banking house, with connections in the export line that should prove helpful.

H. W. Conarro, formerly general manager of Struthers-Wells Co., becomes treasurer and general manager, and T. J. Dillon, of Welland, Ontario, will be vice president. H. P. Stone has been elected president, and W. A. Kinnear will remain as secretary.

The board of directors will consist of H. P. Stone, E. E. Allen, J. T. Dillon, T. J. Dillon, H. W. Conarro and C. S. Allen.

PROGRESS AT NOGALES

The Nogales (Arizona) Hardware & Furniture Co., established in 1916, is one of the leading business houses in Nogales and is a thoroughly up-to-date firm.

The firm carries a complete line of furniture and house fittings and its assortment of hardware is said to be large and of excellent quality. The firm handles agricultural implements for buyers in Arizona and the west coast of Mexico. The company's capital stock is $30,000.

S. R. Jones is the owner of a new hardware business at McLean, Texas.

Dedrick & Marty are now occupying new quarters at Brodhead, Wisconsin, where they have added to their complete line.

IMPORTANCE OF ALIGNING CAR'S WHEELS

Millions of miles of tire service are lost annually through misalignment of automobile wheels. Faulty alignment can rasp away, before the owner realizes it, half to two-thirds of the service that is in a tire.

Although extreme cases are easily detected by the way the car steers, slight cases are almost unnoticeable to the ordinary driver, even though they may be thieving hundreds of tire miles.

This condition is not always the fault of bent axles, of broken springs, loose spring shackles and sprung frames, but is due often to loose steering knuckles, to bent pinions, to worn bearings and wobbly wheels.

Any part of the running gear which has become worn or out of shape, is bound to cause undue friction on the tires. Frequent examination of car wheels for alignment will prove exceedingly profitable to the car owner.

The wheel alignment proposition has come to be of such vital importance in the tire industry that service stations are putting in machines to test alignment while the car owner is getting gas or air. The day is not far distant when this service will rank with air service in the tire shop.

KNOW TIRE COSTS PER MILE

Buying tires at cut prices is the proverbial "easiest way," which, in the end, is the most costly to the motorist. The car owner who allows only first costs to determine his purchases is out-of-luck in the emergencies of the road.

Fly-by-night venders of unguaranteed products cannot spell true tire economy for the motorist. Buying and selling tires is not a game nor a pawn but a business—a business in which ultimate costs are dependent both on the mileage built into a tire and on the tire conservation service of the merchant.

Neither the real merchandiser nor the great buying public would force a merchant to be either a gyp, handling "no-name" tires not guaranteed, or to give away all the legitimate profits necessary to stay in business.

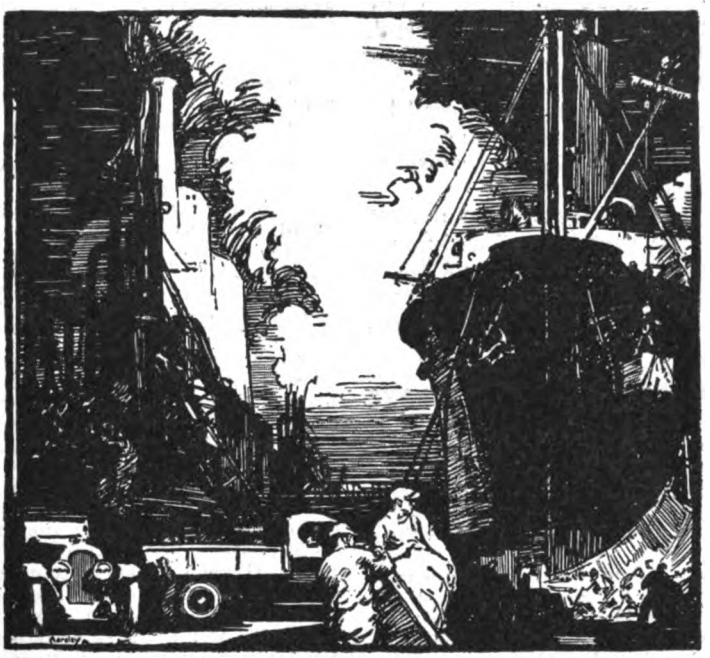
Price per mile, not price per tire, is the way to buy tire mileage. Tires that deliver about half the mileage of a standard tire cost a little less in the first instance, but mile for mile cost far more. Tire cost comparisons concern every motorist.

It will pay the merchant handling tires, as well as the car owner, to determine the cost of his tires over a ten year period, and if this cost is over an average of five-tenths cent per mile, he should line up differently.

The Clark Hardware Store has started the New Year in a new home at Chico, California.

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FIFTIETH ANNIVERSARY OF GOODRICH.



The widening of transportation by rail and water, by automobile and motor truck, the development of the use of electricity, the growth of the industrial world—all these have called upon the full resources of the rubber industry until rubber in its manifold uses is an essential part of countless factors entering into our daily lives

THE TRIUMPH OF RUBBER

SINCE the founding of the company in 1870 Goodrich has taken an active and prominent part in the upbuilding of the rubber industry. It has produced and is producing a host of things which effect a saving of time, labor and materials for other industries.

Hundreds of thousands of people may think of Goodrich principally in terms of tires—yet tires are simply one division of the work of the organization. Some others are mechanical rubber goods, rubber footwear, druggists' rubber sundries and hard rubber products.

The growth of Goodrich is indicated by the fact that from the original output of fire hose and mechanical goods the list of Goodrich wares has increased until now more than thirty thousand different articles are being manufactured and distributed throughout the world.

The progress of the company from the beginning has been markedly influenced by the firm belief of every member of the institution in its plans, purposes and products. Harmony of effort, intelligent work, confidence in the company and in one another—these influences have combined to build Goodrich to its present great proportions.

The rounding out of its first half century finds the organization full of youth and determination, alive to the promises of the future and strengthened by the good will and good faith of customers whose patronage has been earned and held through merit.

AN INTERESTING BOOKLET—Few persons realize the interesting side—even the romance—of the rubber industry and its history. We have published a booklet commemorating our fiftieth anniversary. It tells the story of rubber. This book, "The Golden Year of Goodrich," will be sent in response to a request on your business stationery.

THE B. F. GOODRICH COMPANY · AKRON, OHIO

Best in the Long Run

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$200 Essay on Trading at Home

IN a $200 prize contest among hardware merchants recently for the best essay on the subject, "Why It Pays to Trade With Local Merchants," it is no surprise to us or to our readers to know that our congenial friend, Hamp Williams, Hot Springs, Arkansas, won first prize of $200.00.

We believe that the essay should be read by every hardware merchant in the country. The argument included is most vital and close to the heart of every reader.

Hamp Williams has the happy faculty of saying these things that each one of us knows, yet putting them in a way that gives new force and conviction. Although he makes the same good points from year to year, he always makes them in a new way.

TRADE WITH YOUR LOCAL MERCHANT—IT PAYS

(By Hamp Williams, Hot Springs, Arkansas)

There is a principle involved in every transaction, and that principle should be observed. There is a right and wrong position to take. It it is right for the consumers to send their money to the catalog houses for their merchandise, they should do so, but if it is wrong, they should not do it.

I will take for example one of our hardware merchants in Hot Springs to prove that people should buy from their home merchants instead of sending their money away. In the twenty-four years he has been in business, he has introduced and sold a great many mowers and rakes on one, two and three years' time, which encouraged the farmers to increase their meadows and make the cost of the mower in hay before they had to pay for it.

He has sold more than a thousand two-horse wagons at $10.00 down and $10.00 per month to men who had teams and no wagons and not enough money to pay all down for a new one. They were enabled to make the wagon pay for itself as the payments came due.

When the government farm demonstrator was trying to introduce hog cholera serum into this country to prevent hog cholera, it was a difficult matter to get the farmers to send away for it, and this man kept it in stock and furnished it to the farmers exactly at cost in order to get them to use it and save their hogs, which they did.

Merchant Introduces Labor-Saving Devices

He was the first man to introduce commercial fertilizer into this section, and was also the first to introduce two-horse cultivators and was told at the time by some that he was doing the country a great injury by selling the people fertilizers and cultivators. They contended that the stock and double shovels were the best tools for cultivation. And now there is little demand for stocks and double shovels.

He introduced and sold the first disk harrows in this section.

He manufactured, introduced and sold one of the first home canners for canning fruits and vegetables.

He has introduced many improved farm implements that have helped farmers make more money, and many household and kitchen furnishings, gas, wood and coal ranges, which have proved a blessing to hundreds of overworked women on our farms.

He has made it possible for people to look at all these things before purchasing, and when introducing, has placed his personal guarantee behind them, agreeing to take them back if not entirely satisfactory.

If these people had waited for the catalog houses to have presented and sold these improved articles to them on credit, giving them an opportunity to try them before paying, they would still be breaking their land with a one-horse plow and cultivating with a double shovel and stock. They would be cutting their crab grass and wild grass with scythes, and their grain with the old-style scythe and cradle.

Gives Personal Guarantee

A personal guarantee from a local merchant means a great deal more to the consumer than a guarantee from some catalog house in some far-distant city.

This man that I refer to has erected one of the largest and best store buildings in the city, and is a director in one of the banks, which has erected a six-story bank building. He is president of the school board, which has had put up one of the best high-school buildings in the South, and several modern ward-school buildings.

He is a good-roads advocate, and is a builder. He is now erecting one of the largest garage buildings in that section of the country. In addition to giving employment in his hardware business to the heads of twenty-five or more families who are prospering, he is making room for still more. The profits on the merchandise he sells go to paying salaries, to charity, to the erection of new buildings, to the improving of streets, roads and schools. His state and county taxes amount to more than $3,000, besides his income tax, and it is estimated that he pays salaries, taxes and rents amounting to $55,000 per annum.

Suppose our people had sent all the money that has passed through his hands to catalog houses, what would we have to show for it? And this is just one of many men who have made a success of merchandising in Hot Springs. And the greater portion of their success has gone into the upbuilding of our city and country.

He Helps Build Up the Community

This man has been directly connected with and largely responsible for the erection of school, bank, store and residence buildings at an aggregate cost of nearly a million dollars. He has given back to the city and country a service of far more value that he has taken from it, and I want to ask this question: Has it paid this community to do business with this man, or would this country have been better off had all this money been sent to the catalog houses? Can you think of a merchant in your town who has not given back to the community as much or more than he has taken from it? If you have such merchants, they are not the kind that I am referring to. How would you like to have all the merchants in your town go out of business, thereby forcing you to buy all your farm implements, wagons, hardware, stoves, ranges, dry-goods, clothing, shoes, groceries, etc., from the catalog houses? Is it not a fact that a great many of our people use the local merchants for convenience and buy staple articles from them and send away for the profit-bearing goods because they think they are saving a few pennies? The truth of the whole matter is the people do not think ahead. They are trying to save a few cents today at a cost to themselves, their families, and to the communities of many thousand dollars in the future.

This man that I refer to has begged the farmers to buy improved farm implements and to improve their hogs, cattle and poultry, paint their houses and keep their wagons and implements under shelter, to raise their own feed and food, raise more sheep and goats and less dogs, and is now helping to establish a marketing place and cotton yard, so the farmers may have a place to store their cotton and obtain the highest market prices for their products. Do you know of any catalog houses trying to help anybody except themselves?

Why Do They Do It?

What I want is for someone to tell me why they

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DISPLAY THEM



You Sell Them

Reichert Emergency Tire Chain
No. 220

Easily and quickly adjusted when you are in trouble. So simply constructed a child can install them. Place the malleable clamp on the spoke, then slip the chain over the tire and hook the snap in the loop—that's all. No jacks or tools are required.

A set of four chains, packed in a bag, is suffifient to pull you out of the mud, sand or snow. No car complete without this accessory. It is cheap safety insurance.

Write for full information and trade prices.

Write us for name of your nearest distributor

IMPERIAL BIT & SNAP CO.
RACINE, WIS.

FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

EMPKIE-SHUGART-HILL COMPANY
WHOLESALE HARDWARE
COUNCIL BLUFFS IOWA

GET FULL MEASURE OF SPRING WEAR

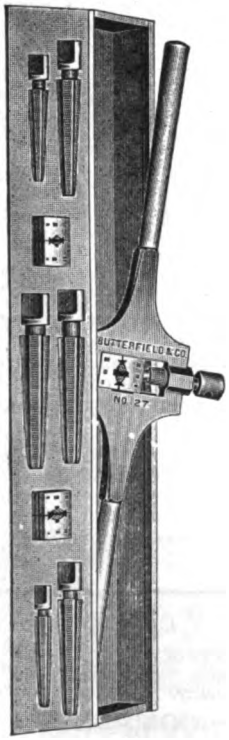


The wide Guarantee under which HIGGINS QUALITY SPRINGS For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog, listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 241 Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT



You Should Always

carry a stock of the old style

"BLACKSMITH STOCK AND DIES"

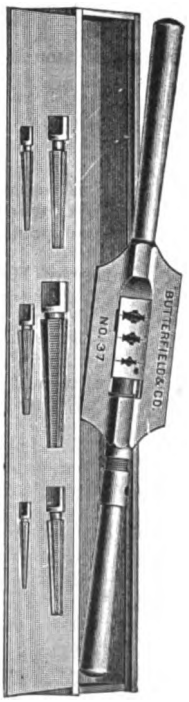
Especially designed for re-tapping and re-threading old rusty nuts and bolts, such as are found lying around every farm and blacksmith shop, but of course will also do splendid work on new ones.

Cost only one-third (33 1-3%) as much as any screw plate, and for many uses are superior.

No farm can afford to be without one or more assortments.

BUTTERFIELD & CO. Division
Union Twist Drill Company
DERBY LINE, VT.

CHICAGO STORE, 11 South Clinton Street
PACIFIC COAST REPRESENTATIVE,
V. S. Walsh, 560 Mission St., San Francisco, Cal.



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send their money to catalog houses for anything they can buy at home. A person who patronizes catalog houses is willing to trust strangers with his money and trust the strangers' word, and wait patiently for the goods to be shipped. One of these fellows would not think of paying a local merchant in advance for anything; neither would he take the local merchant's word, but to the contrary, he must see the articles and have the local merchant's personal guarantee before he will buy it, and then, to cap it all, will often ask the merchant to charge it for thirty or sixty days. Some difference!

When crop failures come, and you are out of work, who do you go to for help? Catalog houses? Who buys your produce? Who buys your pork, beef, corn and cotton? Catalog houses? Who helps pay your preacher, and helps to build church and schoolhouses? Who helps pay the taxes and who helps you or your neighbor when in distress? Catalog houses? They would laugh you to scorn if you should ask them for assistance. Your local merchant, as a rule, has a family of boys and girls, and his employes also have boys and girls, and these boys and girls marry in your community. Have you ever seen any catalog house boys and girls? Your boys and girls would remain single until they were as old as Methuselah if they had to wait for catalog houses to send them a companion. In fact, wouldn't this country be in one hell of a fix if we had to look altogether to catalog houses for all our needs? They why not look entirely to our home merchants to supply our many wants?

YOUNGSTOWN SHEET CALENDARS

The Youngstown Sheet & Tube Co., of Youngstown, Ohio, have just mailed to the trade their 1921 calendars, containing twelve two-color illustrations, showing interesting processes in the manufacture of iron and steel. Although the calendar is worth about forty cents, the company will be glad to mail it to any reader of the HARDWARE WORLD upon receipt of six cents to cover the postage and wrapping.

The Shearer & Casteel Co. have erected a new store at Monticello, Kentucky.

Adams & Edmon is a new firm at Stratford, California.

H. C. Fries has succeeded Lewis & Bird at Newman, California.

McQuiddy Bros, are active in the trade at Pittsburg, California, where they are growing as fast as their thriving seaport city.

J. M. Torley of Hollywood, California, is arranging to establish a grocery, hardware and general department store at Corona, California.

The Zimmerman Co., recently organized at Sioux City, Iowa, and will specialize on electric household specialties, stoves and household goods.

The R. S. Jennings Hardware Co., at Coral, Michigan, have taken over the business of Charles Will & Sons. They also retain a branch at Howard City.

In the death of Sylvester B. Hicks, the Northwest recently lost one of its good hardware men. For five years Mr. Hicks was connected with the Schwabacher Hardware Co. at Seattle, and lately has been in business for himself, conducting the S. B. Hicks Co.

The Warner Hardware & Implement Co., at Palouse, Washington, has been organized by Alex Warner, Charles Lebold and E. L. Flansburg. Mr. Warner is a pioneer hardware and implement man, and Messrs. Lebold and Flansburg are pioneer farmers in this locality.



ALL-IN-ONE RADIUS ROD

The Tungsten Mfg. Co., Marshalltown, Iowa, is becoming notable for supplying universal motor needs. Tungsten Spark Plugs are "always on the job," and now the company is announcing the All-In-One Radius Rod and Support to fit any model Ford, passenger car or truck.

Those merchants who have sold Ford equipment as well as those who have operated the cars know the importance of the radius rod brace. The All-In-One is made from four pieces of heavy steel tubing, welded into one solid piece, the ball being forged out of the tubing, making an absolutely rigid one-piece support for the front axle, keeping it at the proper angle, making it easier to steer and steadying the steering wheel itself.

Besides giving satisfaction to the Ford operator, it is said to be the only replacement rod and support that will work with satisfaction on all models.

THREE-JAW CHUCK DRILLS

The Consolidated Tool Works, Buffalo, New York, is announcing to the trade its new breast drills with a three-jaw-chuck. A new product in its line, this drill should be eagerly accepted and acclaimed popular by the trade.

This three-jaw chuck is said to be as simple a chuck as is possible to make, without springs or other mechanical devices which tend to cause trouble and are constantly in danger of getting out of order. The drill is made with or without a level and may also be secured with a two piece frame which can be taken apart and packed in a small box. The length of the drill is 18 inches and they are shipped in cases of three dozens with a gross weight of 270 pounds.

RAZOR EMPLOYES BANQUET

The AutoStrop Safety Razor Co., at New York recently demonstrated its good will as well as its "sharp" and "keen" character by giving the employes a Thanksgiving Dinner at the restaurant of factory No. 1.

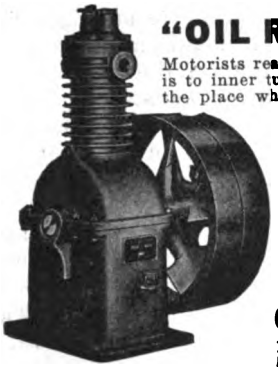
The menu of this banquet in our hands is most interesting and tempting, and we may say for the benefit of our readers that there was no "cut" in the fullness of the menu, and the only "scraping" done was by the happy employes as they polished their plates to get the last residue of the roast turkey, a la Maryland, and chicken soup and the other good things that were provided. It has always been the contention of this company that happy employes could put happiness into their products and better safety razors would result.

Morgan Johnson has bought the D. A. McIvor store at Anaconda, Montana.

Harry Becker, formerly in business at Smithshire, Illinois, has started business at Roseville, Illinois.

IMPORTANT
SUPPLY HOUSES:
Write for our Exclusive Agency Proposition (HW) for your locality.
ALERT TOOL COMPANY
237-39-41 North Sixth St., Philadelphia, Pa.

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"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



CHILD'S MODEL B

CARBON TETRA CHLORIDE

Fire Extinguisher

1 Qt. Capacity

APPROVED BY UNDERWRITERS

Very effective on electrical and gasoline fires. Especially suitable for automobiles.

A LINE WORTH HANDLING

For Particulars Write to

O. J. CHILDS CO.
FIRE APPARATUS UTICA, N. Y.

It's Easy — BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT



Two Sizes } Liquid, at 50c and 75c
Powder, at 35c and 50c

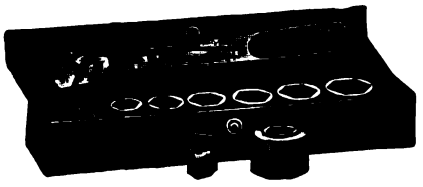
Why resort to a soldering iron — use BEATS-ALL.

It's SAFE AND DEPENDABLE. When left in Radiator acts as a preventive for new Leaks.

Guaranteed to repair Leaks quickly and permanently.

Dealers — Write today for our remarkable proposition.

Manufactured only by the
AUTO SPECIALTIES MANUFACTURING CO.
40 Elm St., Buffalo, N. Y.
Branch Factory, 320 Market St., San Francisco, Cal.





LANE'S Ratchet Socket Wrench Sets

UNIQUE and *"SUPER-UNIQUE"*

(Trade Marks Registered)

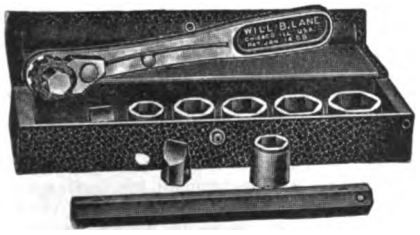
DEALERS: NOTE THESE SELLING POINTS:

Round Sockets, Turned from Solid Steel Bar

Broached Hexagon Openings. Guaranteed Against Wear and Spreading

NO PROFITEERING IN OUR PRICES

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by
Will B. Lane Unique Tool Co.
180 N. Dearborn St.
CHICAGO, ILL., U. S. A.

W. H. WILBURN,
Western Representative
602 Williams Building,
Mission and Third Sts.,
San Francisco, Cal.



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KEEPING COMPETITORS OUT OF BUSINESS BY RESTRICTIVE AGREEMENTS

(Copyright by Elton J. Buckley)

Correspondents are continually writing me about restrictive agreements in bills of sale. I mean the provision which is always included, if the buyer is wise, when a business is sold, binding the seller not to re-engage in the same line of business within a certain territory for a certain time. These agreements, though in restraint of trade, are sustained by the courts because they afford needed protection to the buyer of a business, provided they are reasonable; that is, provided they don't keep the seller of a business out any longer or any further than is necessary to protect the buyer. The trouble is that the tendency of most buyers is to tie the seller up forever. They draw up their agreements that way and the courts throw them out.

How oppressive such an agreement can become in unscrupulous hands—this is exactly the reason the law so sharply limits them—can be seen from the following letter, which comes to me from a town in New York State:

I sold my photographic business about four years ago to a young man on contract. The affairs have long since been settled up satisfactorily, and I am now doing retouching for him and others by piecework in my home. I am retouching for one man whom he wishes to spite and he demands of me that I cease working for him, and to carry out his threat he brings forward his copy of the contract, which I had long since forgotten, and of which I inclose a copy of a paragraph therein for your inspection.

Now, what I wish to know is, first, if he can legally prevent me from doing piecework retouching for anyone else in the city or all of them if he chooses, and, secondly, could I engage in doing view work or home portraiture or other work about the city? I do not care to work in any studio for myself or anyone else, but I have fitted up a dark room in my home in which I intended in the near future to finish work by copying and enlarging for others. I ran his studio for ten months while he was in the service and all was satisfactory. He says he does not wish to harm me in any way, but shall insist that I do no work for this man.

Now, I do not particularly care for that man's work, but I don't like the idea of being under his thumb. He says if I refuse he will serve an injunction on me and I can do no work through the holidays until it is settled in court.

It is my short harvest time now and I do not like to be shut off. I have thought of telling him that I will promise not to retouch for the other man so long as he desires and will help him through the holidays, providing he will cut that paragraph out of his contract and give it to me, and if he refuses and brings me to court, I could hurt his Christmas business ten times more than he can hurt me.

I am seventy-one years old and do not care to be confined too closely to retouching day and night for the next six weeks. F.

The clause in the agreement which is referred to above is this:

It is further agreed by and on the part of the party of the first part that he will not open a studio or carry on the business of photography, either for himself or as an employe in the city of B——— so long as the party of the second part shall do business of that kind in the city of B——— without the written consent of the party of the second part.

I have taken great pleasure in writing this good old photographer that retouching for others is not in violation of this agreement at all, as it is not "carrying on the business of photography for himself or as an employe." However, the other photographic work which he seeks to do would be a violation of it, if the restriction is good. But I do not consider it good. In my judgment it has the vice which so many of these agreements have: it goes too far. It binds the seller to stay out of the business anywhere in the good sized city of B——— practically forever. Nothing like that was needed to protect the buyer of this business, I am sure.

Outside of Massachusetts and Indiana the rule is practically the same all over the United States: a restrictive agreement in the sale of a business will be upheld when it goes no further than to afford a fair and reasonable protection to the party in favor of whom it is imposed. If it goes beyond this and imposes a restraint longer than is necessary for the protection of the party, it is declared void.

I can best illustrate what is considered fair and reasonable by citing a few cases in which courts have decided the point. The following restrictive agreements have been upheld:

An agreement on the sale of a magazine not to publish a similar one— an agreement on the sale of a law business not to practice law in England for twenty years (the seller practiced all over England); an agreement not to enter the soap business for ten years within forty miles of Lockport, N. Y. (the seller sold soap throughout this whole territory); an agreement not to carry on the tobacco business on a certain route, embracing the cities of Albany and Schenectady, N. Y., and surrounding towns (this was the exact territory used by the seller.)

By the same token the following agreements have been held invalid because they went too far; in other words, they granted excessive and unnecessary protection; An agreement not to practice dentistry in any part of a district 600 miles from London (the seller had no such practice); an agreement by the seller of a manufacturing business not to engage in a similar business within a radius of 1000 miles (much of this was far beyond the scope of the seller's sales); an agreement not to go into the business of making printers' rollers in New York City or within a radius of 250 miles thereof (this was far beyond what the seller needed for protection.) And so on.

Another correspondent wishes to know how he can keep a seller of a business out for ten years. He can't do it, because he doesn't need to.

H. E. Reeve of the Torrence (California) Hardware Co., believes in getting perspective on his business. He has recently returned from a 7000 mile trip through the East and reports that there is sound prosperity behind the little business flurry which he found.

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Brudin, Williams & Co., progressive merchants at Hemet, California, have just moved into their fine new building, where they are reported to have one of the largest, most up-to-date buildings in the vicinity.

The Pacific Hardware Manufacturing Co. has been formed at Los Angeles, California, with a capital stock of $250,000. The directors are Don Knight, Jack Fogarty, J. F. Kaufman, H. Smythe and J. C. Nimmo.

MOTOR MERCANTILE COMPANY

Wholesale Exclusively

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearoco
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radistors
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

$1.00 An Unbreakable Oil Gauge for your Ford



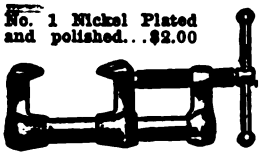
ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

Sold by dealers everywhere, or prepaid on receipt of price

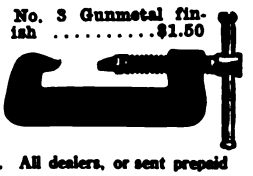
Apco Mfg. Co. - Providence

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

SIOUX

Trade Mark Reg. U.S. Pat. Office

Sioux Tools are the standard tools in garages everywhere for

REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES

ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

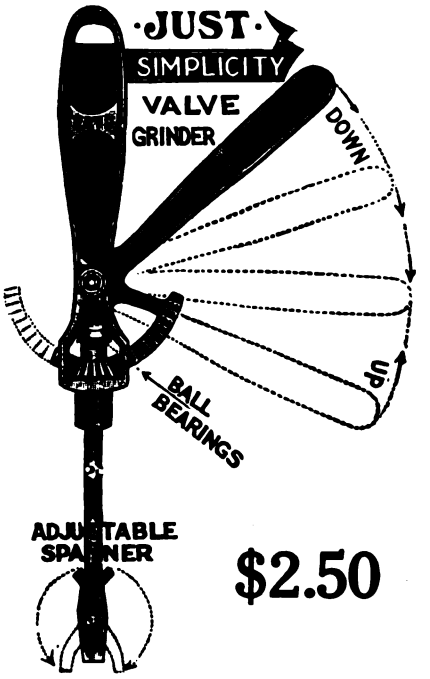
THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.

PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

ITS BALL BEARING RELIEVES USER OF ALL STRAINS.

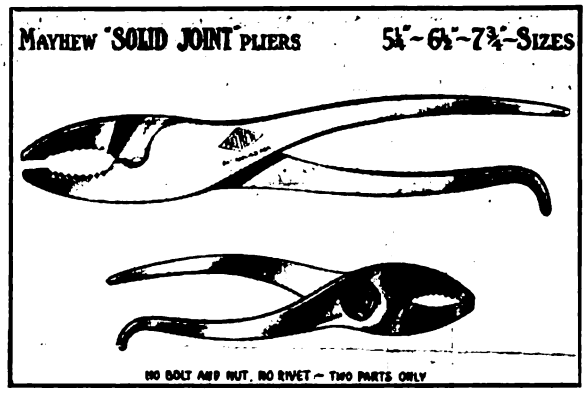
EIGHT YEARS ON THE MARKET IS PROOF OF ITS SUPERIORITY.

UNIVERSAL EQUIPMENT & SUPPLY CO. SYRACUSE, N.Y.



$2.50

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MAYHEW SOLID JOINT PLIERS

Mayhew Steel Products, Inc., are placing on the market their new patented "Solid-Joint" combination pliers. As suggested by the name, the "Solid-Joint" is an integral part of one of the forgings of this pliers and is locked to the other forging in a manner that is said to make the pliers practically indestructible. This joint, which consists of only two pieces of metal working together, gives immense leverage and a powerful grip.

The new pliers is manufactured of highest grade special plier steel, properly hardened and tempered, carefully machined, fitted and fully guaranteed. Many visitors at the Mayhew display during the Automotive Equipment Association's exhibit were enthusiastic over the new pliers.

B. L. Gunnary will erect a new building for his implement and hardware business at Astoria, Oregon.

DOUBLE CATCH GOPHER TRAP

Merchants in rural communities as well as those in the cities will be benefiting their customers as well as themselves by featuring the Chubbuck Double Catch Gopher Trap announced elsewhere in this issue. Here is a box trap within the reach of all to catch both the large and small rodent and said to be just as effective for rats as gophers. A large spring at the box entrance catches the adult rodent, and a smaller aperture with another spring is set for the smaller pest.

Details, quotations and further information regarding this trap can be obtained from the E. J. Chubbuck Co., Manufacturers, 731 Market St., San Francisco.

The Monette Hardware Store at Seattle, Washington, was burglarized for a small amount recently.

The Washington Hardware & Furniture Co. has succeeded the Mattecheck Hardware Co. at Kennewick.

The Halfmoon Bay (California) Mercantile Co. has succeeded H. M. Levy. A general hardware line will be carried.

The Montesano (Washington) Hardware Co. has been sold to C. C. Faber and Albert Fairbarn, H. B. Marcy having retired after a score of years in the business.

P. V. Burwell, who has assisted Advertising Manager C. W. Brogan of the Black & Decker Mfg. Co., of Baltimore, Maryland, for the last year, has been appointed assistant advertising manager of the company. In this connection it is interesting that the Black & Decker Mfg. Co. are national advertisers who do not place any of their advertising through an agency. They buy their own space, produce their copy, and at the same time conduct a large direct-by-mail campaign.

Hardy's "Campers Friend"



There's no more stooping and squatting in awkward and unnatural positions while cooking and eating, and no more blinding smoke and blackened camp kettles, when you use the "Camper's Friend."

Now Is the Time to Place Your Order

The "Camper's Friend" or Hardy Combination is a combination running board box, camp cook and dining table that takes the rough out of camp life.

As a running board box, measuring 10½ x9½x33 inches, it holds a complete camp cooking outfit, consisting of three heavy tin camp kettles, two fry pans, a two burner gasoline stove and a service box for carrying a complete dining service, consisting of plates, cups, spoons, knives and forks, etc.

Can be converted into a camp cook and dining table in less than two minutes.

It is just what the motorist wants when hunting, fishing, touring and camping. Motorists are loud in its praise.

No camp equipment department is complete without the "Camper's Friend" on the sales floor.

ADD IT TO YOUR STOCK FOR THE COMING SEASON
WRITE TODAY FOR CIRCULAR AND PRICES

JOHN E. HARDY
PORTLAND - - - - OREGON

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NEW "OCCIDENT" CATALOG

The Seattle Hardware Co. has just completed its new No. 8 catalog and distributed it among its customers in the Northwest. Consistent with the size and service of the Seattle Hardware Co., the new volume is a great compendium of hardware information and thoroughly covers all lines that the company carries, featuring the "Occident" brand.

It is an interesting fact and a typical tribute to the organization that the catalog was entirely compiled and printed by the company's own catalog and printing departments. The Seattle Hardware Co. can take just pride in the fact that is was "all made in Seattle."

WHY NOT BOTTLE YOUR OWN?

"Bottle your own" has been adopted as the slogan of the Reinhold, Sharp & Co. at Davenport, Iowa, in marketing their new aseptic bottle capping machine.

Here is a specialty in great demand at the present time for home bottling of catsup, grapejuice, wines and other beverages for home consumption. Many merchants are featuring supplies of this sort at the present time and any merchant who is not is missing a valuable opportunity.

The aseptic bottle capping machine is hand operated and is said to prevent broken bottles and bruised hands.

Reinhold, Sharp & Co. also make an aseptic hammer capper, not so handy or safe as the machine, but it does the work.

SWEDISH TOOL AND CUTLERY LINE

As announced elsewhere in this issue, the Benson Importing Co. is western representative for the E. A. Burg line of quality tools and cutlery. This is a Swedish make of goods, known to the trade for 50 years.

The Benson Importing Co. also represent manufacturers of pliers, plane irons, chisels and razors. Others of their specialty accounts are the Kron Sager Swedish hack saw blades and Bolinders mincing machines.

President P. O. Benson of the company will be glad to quote prices or supply further information to any western hardware merchant from his office, 620 South Hill St., Los Angeles, California.

ANOTHER STEARNS FOUNDRY

Announcement comes from E. C. Stearns & Co., hardware manufacturers at Syracuse, New York, that they have purchased another foundry to be used in connection with their plant. This recently acquired property has hitherto been known as the "Old Economy Foundry" plant and has a 270 foot frontage with a depth of 203 feet. It is situated on the right-of-way of the West Shore Railroad, providing most adequate railroad facilities.

The new foundry will be used for heavy or floor work, generally speaking, while the No. 1 foundry, in connection with the company's main plant, will be confined almost exclusively to light or snap flash work.

E. C. Stearns & Co. not only manufacture the "Incinerite" line of household garbage and waste disposal devices, but also specialty tools, such as butt gauges and other standard hardware appliances.

The Woodlake (California) Hardware Co. has purchased the business of the Cutler Hardware Co., at Cutler.

The Stafford (Kansas) Hardware & Implement Co. has erected a fine new warehouse and display building for its wholesale and retail business.

It is reported that Bull & Glandt at Elkhorn, Nebraska, are planning their spring buying early and already are calling for catalogs and prices.

READ THIS

From a Hardware Dealer

From H. W. MILLS & CO.
Passaic, N. J.

Gentlemen:

We looked for a long time for a machinist's chest such as demanded by first class mechanics, and as soon as we saw your chests we decided that they were the ones we had been looking for.

We have received three shipments from you within the past few months and have had no trouble in disposing of them.

We have had no complaints from any of our trade, but have heard several very favorable comments in reference to the style and finish of these chests.

Any dealer desirous of securing a first class line of tool chests will make no mistake in securing the Union.

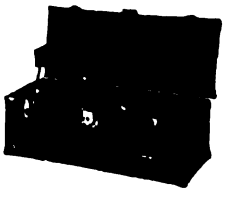
Yours truly,

UNION
TOOL CHESTS

Will give you and your customers the same absolute satisfaction they gave above dealer.

Styles and Sizes for all mechanics. Highest quality tool chests made and absolutely guaranteed to the dealer as well as to the consumer.

Sold exclusively through good dealers.



UNION

Are the pioneer tool chests and more of them are in use and being sold than any other make on the market.

They are the easiest chests to sell because they are better chests, and widely advertised.



Write for our Dealer Proposition.

A fair and square liberal selling policy, backed by National Advertising.

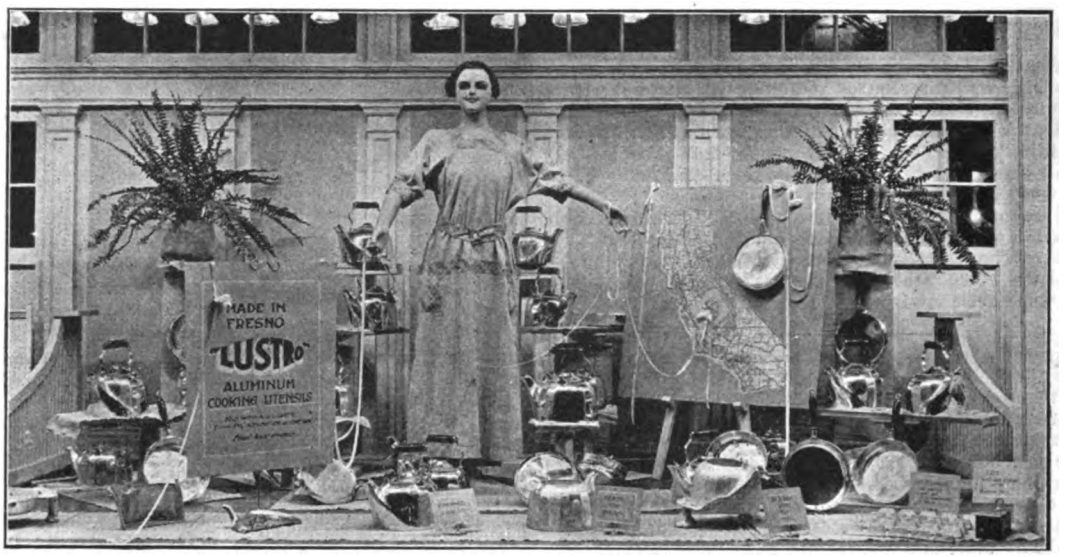
It will interest you.



UNION TOOL CHEST CO., INC.
Mill St., Rochester, N. Y.

Branches:
New York Chicago San Francisco London, Eng.

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FINE WINDOW DISPLAY OF ALUMINUM PRODUCTS

Here is the fine aluminum window trim of an enterprising Fresno merchant, featuring Lustro aluminum cooking utensils, manufactured by the Pacific Aluminum Co. right at Fresno.

It is seldom that a merchant has an opportunity to feature the products of a local manufacturer, much less a distinctive product as aluminum cooking utensils. Here are shown tea kettles in various stages of manufacture, as well as raw aluminum, giving an excellent idea of the process.

Although the company is comparatively in its infancy, the tremendous growth and development threaten to make it a young giant before it is a year or two old. The first unit of a $150,000 modern factory plant is now in course of construction and vice president and manager, E. J. Fitzgerald, has all he can do taking care of the rapidly growing and increasing possibilities and demands upon the company.

As an indication of the scale on which the company intends to do business is an order which has been placed for 100,000 pounds of spun aluminum, from which the drawn utensils are manufactured. Orders have been placed for a stamp press for use in stamping aluminum vessels from sheets of metal.

Manager E. J. Fitzgerald has had 18 years of experience in the making of aluminum products. He was formerly secretary and assistant general manager of the Illinois Pure Aluminum Co., and also secretary and treasurer of the American Aluminum Co., at Lemont, Illinois. He was later general manager of the Aluminum Products Co. of Lemont and came to the West to become general manager and treasurer of the Aluminum Products Co. of the Pacific Coast at Oakland, California.

Other officers of the company include Thomas M. Fitzgerald of Philadelphia, president; H. C. Friesner, secretary and manager of the manufacturing department and James H. Peddrift of Oakland, treasurer.

BARR BROS. CO. ENLARGING

In connection with the issue of $100,000 preferred stock, Barr Bros. Co., cutlery manufacturers, of Oakland, have issued an interesting folder embracing the history of the organization, the present products and a few of their most prominent customers as reference.

The growth and development of Barr Bros. Co. is another chapter in the history of hardware and allied manufacturers in the West. In 1873 at Salem, Oregon, William and Hugh Barr began making industrial cutlery, doing the work themselves. For 40 years the Barr Brothers have stood at the forge and the lathe, fashioning knives and other edged steel instruments the best they knew how and improving on the machine-made quality of instruments or foreign cutlery.

During the last year the company has been reorganized, with particular respect to the sales department and the development of the factory, keeping pace with modern manufacturing conditions and the cutlery business. The line now consists of all manner of knives, shipwright tools, and needles of all sizes and sorts.

An additional product of Barr Bros., which is particularly sought by the trade and is being featured at the present time, is a double cutting pruning shear, sold under the trade name of "Kuttemslik."

The Oakdale (California) Hardware & Implement Co. has been organized by E. O. Schmeidlin, who represents the John Deere and Holt lines among others.

PYREX PLANT IN THE SOUTH

Hereafter the trade in the South will not have to depend on New England for its supply of Pyrex ware. The southern division of the Corning Glass Works has been located at Kingsport, Tennessee, where a separate unit of the Pyrex factory went into operation last month. This plant is No. 4 for the company and the chain of Pyrex factories now pretty thoroughly cover the United States. The new factory is said to represent over $1,000,000 investment and will employ between 250 and 300 men.

Webster Bros. are successors to J. O. Sayers at Fisher, Ill.

The Central Hardware Store at Marceline, Missouri, has passed out of the hands of G. W. Bigger and Fred Wolfskill, under the ownership of P. J. Duke.

The Onalaska (Washington) Mercantile Co. has been formed by George Fleming and C. A. Tindall, the latter a former traveling man for the Seattle Hardware Co.

Spokane has become a distributing center for Caloric Pipeless Furnaces. Howell C. Long, northwestern distributor for the Monitor Stove Company, has located his offices at 810 N. Monroe St. Mr. Long estimates that about 7000 furnaces have been sold through his office in the last year or two.

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A WESTERN PRODUCT

JUNE FREEMAN MANUFACTURING CO.

THE ONE-BETER TRADE MARK PATENTED UTILITIES



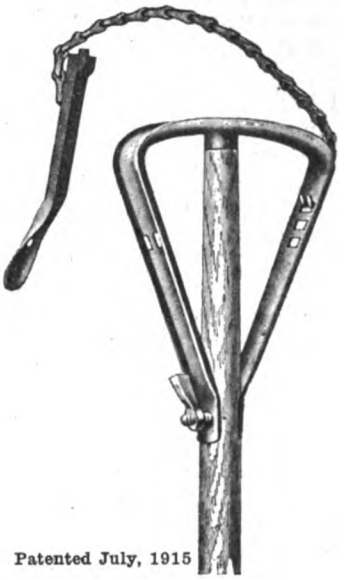
MANUFACTURERS OF

Chain Mop Handles

And

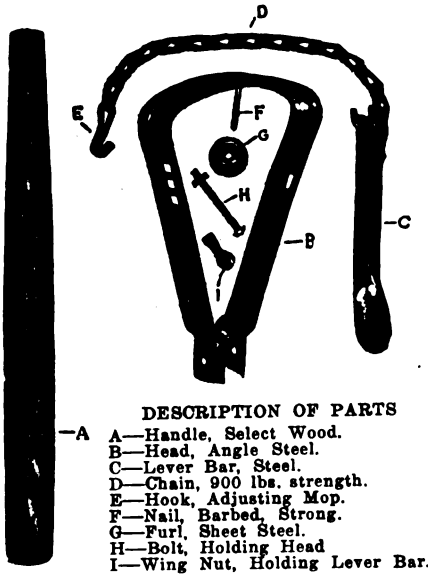
Janitorial Utilities

"The One-Beter"



Patented July, 1915

Three Styles:
"Professional" Janitor
Four Lengths: 4½, 5, 5½, 6 ft.
"Regular" Janitor.
Length 57 inch only
"Household"
Length 51 inch only



DESCRIPTION OF PARTS

A—Handle, Select Wood.
B—Head, Angle Steel.
C—Lever Bar, Steel.
D—Chain, 900 lbs. strength.
E—Hook, Adjusting Mop.
F—Nail, Barbed, Strong.
G—Furl, Sheet Steel.
H—Bolt, Holding Head
I—Wing Nut, Holding Lever Bar.

Metal Parts: Electro Galvanized or the Modern "Parkerized" Rust-Proof Finish

Guaranteed to out-last three of any other type.

Superior to any other on the market.

Mop easily placed.

No wires to rust.

No screws to strip or bind.

No clamps to get out of repair.

All metal parts Malleable Steel.

Sample Handle sent on request to Jobbers or Dealers.

Write for trade prices.

If your Jobber cannot supply you, let us know.

June Freeman Manufacturing Co.

Manufacturers and Sole Owners of Patent Rights

San Francisco, California

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GUARD YOUR THOUGHTS AND HABITS

"Give not the daily cobweb that enables
The habit-witch to twist her binding cables."

Someone has said very truly that "you sow a thought and you reap an action; you sow an action and you reap a habit; you sow a habit and you reap a character."

We do not always realize, that the idea which we harbor in our minds today, tomorrow and the next day, is sure to cause us to act in a certain manner, and that if we reap that action several times, we have acquired a habit; nor that character is simply the sum total of habits.

I happen to know a business man of excellent moral character, of good family, and right motives generally, but he has permitted himself to think that because his name is well known and looked up to and because his people have money, that it is not necessary for him to be quite as friendly and quite as painstakingly courteous as for other men who have not these advantages. In consequence, he has thought of himself as a little better than other people, and this has led him to be slightly superior and condescending in his manner.

This manner has been continued until it has become a habit, and now at the age of forty-five, he is considered by most people who know him a disagreeable snob. This reacts against him in a business way, for there are so many people who either feel that they have something to resent personally, or else who resent his attitude toward the everyday people of the community generally.

The thing we permit ourselves to do once, may seem like a mere cobweb thread, but enough cobweb threads twisted together will form a cable of silken softness, but of almost unbreakable strength and firmness. It is extremely important then, that we only contract good habits, for good ones are as easy to form and as hard to break, as bad ones.

As I look around upon some of the retail merchants located in a single block, I find that each and every one of them has an outstanding habit which has either made for his success or has worked against it.

My friend Stuart has the habit of promptness. As a result, all his associates are prompt; he does things on time, and so do they. In order to do what ought to be done on time, he has to look ahead, and this looking ahead has made him thrifty and successful.

Then there is Fox, who began in a very small way. In order to make a go of it at all, he had to work early and late. He formed the habit, and now that it isn't necessary, the habit still sways him. In fact, the habit has grown upon him. He stays at business until midnight, and is back on the job long before anyone else is stirring on the street in the morning. He is wearing himself to a frazzle and expecting more than he has any right to do of his employes. His habit is a good one gone wrong.

It is not hard to foretell that in the course of a relatively short time, he will break down and probably lose all that he has worked so hard to win.

Deane is a thoroughly likeable chap. When he first went into business life, he decided to be tactful. That was all right, but in being tactful he has tried to ride his donkey to suit everybody and so people remember him generally as "all things to all people." He isn't considered sincere and when he has been suggested for important local office, people have shaken their heads and said, "Deane is all right, but you can't depend upon him. We will pass him up."

Then there is Forbes, who has the habit of over-urging sales. People stay away in self-defense, for he shows his displeasure when they do not buy. He cannot quite understand why his sales are falling off. The truth of the matter is, that Forbes has developed a character which is unpleasant, in that he tries to force other people to do what it will be for his benefit to have them do.

If we would maintain a winning personality and a character which commands respect, we must be very careful of our habits. We must not allow ourselves any disagreeable little personal ways annoying to others, and we must guard even our thoughts from anything that savors of eccentricity or selfishness, for character has its beginning in thought.

Many a man has failed just because he allowed some little fox-like habit to steal the grapes of his life work. It isn't enough to read of mere generalities, to make them truly useful we must apply the truth learned to ourselves to prove that we are wiser for the light shown us.

IT WAS READ, AT LEAST

The following was sent to foreign residents in Kobe, Japan, to notify them that a new laundry firm had restored prices formerly in vogue:

Old Prices

Ladies and Gentlemen: We, the washer of every kind of clothes, blankets and so on, newly established the company and engaged the business at 2582 Hachimancho, Rokuchome, Ono, Kobe. Contrary to our opposite company, we will most cleanly and carefully wash our customers with possible chief price as follows:

Ladies' $2 per 100.

Gentlemen's $1.50 per 100.

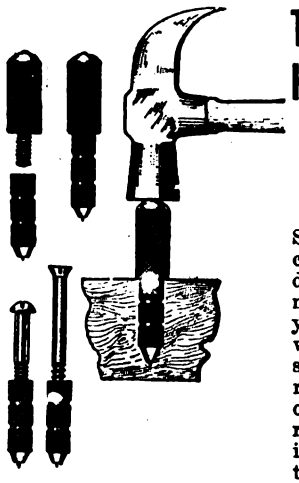
Certain due to the day transacted; if we will misconduct for washing we will manage with equal kind or reasonable money for it. To our earnest request and honor we wish to have your pleasure to let us wash your clothes and so on.

With your wages we will work the business.

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TWENTY-FIVE YEARS AGO

Ladies wore bustles.
Operations were rare.
Nobody swatted the fly.
Nobody had seen a silo.
Nobody had appendicitis.
Nobody wore white shoes.
Nobody sprayed orchards.
Cream was 5 cents a pint.
Most young men had "livery bills."
Cantaloupes were muskmelons.
You never heard of a "tin Lizzie."
Doctors wanted to see your tongue.
Milk shake was a favorite drink.
Advertisers did not tell the truth.
Nobody cared for the price of gasoline.
Farmers came to town for their mail.
The hired girl drew one-fifty a week.
The butcher "threw in" a chunk of liver.
Folks said pneumatic tires were a joke.
Nobody "listened in" on a telephone.
There were no sane Fourths nor electric meters.
Strawstacks were burned instead of baled.
Publishing a country newspaper was not a business.
People thought English sparrows were "birds."
Jules Verne was the only convert to the submarine.



The Only Screw Holes in the World

The "Hole" Problem

The advantages of Screw Holes are: they can be used without damage to receiving material; they enable you to Standardize to wood or machine screws in all materials; they are made of brass and will not rust under atmospheric or moisture conditions; special tools are not needed for using them in any material; they can be used in any place a screw can be used; no special screws are needed—these Screw Holes fit any wood screw or machine screw now in stock; they make the neatest possible job in any material; they are endorsed by all dealers in screws, and by all users of screws; in spite of the high cost of brass, Screw Holes are yet cheap; they make everlasting holes in any material, and anyone who can drive a nail can use them.

You must stock Screw Holes, for your trade demands them.

I. I. STINE SCREW HOLES CO.
Waterbury, Conn., U. S. A.

Farmers and Owners of Cars are Prospects

YOU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

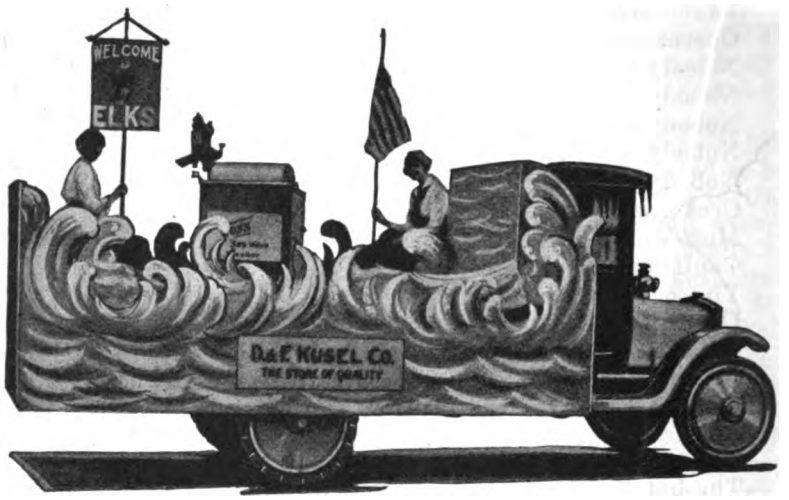
UTILITY TRAILER SALES CO., of Southwest
105 So. Houston St., Dallas, Texas

LOS ANGELES TRAILER CO.,
1328 Palmetto St., Los Angeles, Cal.

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SEA WAVE WASHER FLOATS ON BILLOWS OF SATISFACTION

Just a glimpse of the way the D. & F. Kusel Co., distributors for Voss Washers at Watertown, Wisconsin, Parade their proud product before their fellow townsmen. The float was made for a parade during the Elk home-coming celebration and people from all the surrounding country farms formed in the street to view the spectacle. These enterprising Voss dealers took advantage of the parade and showed the new Sea Wave washer to thousands of people.



Although the D. & F. Kusel Co. is distinguished for its local advertising, personal calls, direct appeals and demonstration, nevertheless, the float in the parade brought the new washer to the immediate attention of the entire surrounding population and paved the way for many follow-up calls.

The float was made by two of the company's employes to represent sea waves. The sides of the float were attached in sections to produce this effect and artistically touched up in colors to match the Voss Sea Wave Washer. The machine was placed in the center of the float and brought into prominence by electric spot lights hidden from view behind the waves. On each side of the washing machine were two sailor maids, dressed appropriately and holding large floating banners.

Here is a device that might be used by every merchant in calling specialty products to the attention of his community.

The Kusel Sales System

Incidentally it might be said that the D. & F. Kusel Co., hardware merchants at Watertown, Wisconsin, have developed a system all their own for selling washing machines. It has worked so well that we are passing an outline on to our readers.

Here tabulated are a few of their principles and guiding rules:

1. Select a good line of washers and stick to it.
2. Advertise constantly in a monthly circular house organ, local newspapers, movies and show windows. They follow up all prospects with personal letters and advertising matter.
3. Display, giving ample space on their sales floor for all different styles and having them in perfect running order for demonstration.
4. Education: After the machine is sold, the company helps the customer with one (or more if necessary) washings to get them thoroughly acquainted with all parts of the machine and its mechanism.
5. Service: Prompt attention to all complaints. The repair men of the company visit all customers at least once during the year to see how the machine is running and report any defects or weaknesses.

Every attempt is made to interest the public and promote the sale of the machines, yet it is equally important in the opinion of the company not to stop with the sale but to follow up the customers as well as prospects to see that the machine stays sold and the customer satisfied.

Clark & Son are successors to V. E. Maxwell, at Colony, Kansas.

E. A. Rea of Croydon, Iowa, is the new proprietor of the Williams Bros. of Kellerton.

Logan & Anders have succeeded Van Brundt & Anders at Sidney, Illinois, and are interested in building up their stock.

PERFECTLY NATURAL

It was Sunday, and Sergeant Jones was driving a bucking, one-cylinder Ford down the streets of the old home town.

"Ought to put Lizzie's name on the casualty list," called a fresh gob who witnessed the struggle.

"Whaddye mean?" hissed the sergeant between bucks.

"Missing in action!"

SOME NATURAL HISTORY

A student in zoology pinned together a grasshopper's head, a cricket's body and a butterfly's tail. To fool his professor, he asked, "What kid of a bug is this?"

Professor—"Did it make a humming sound when you picked it up?"

Student—"Yes."

Professor—"Then it must be a humbug!"

THE JOB OF A MAN

It isn't the work we intend to do,
Nor the work we've just begun
That puts us right on the ledger sheet;
It's the work we've really done.

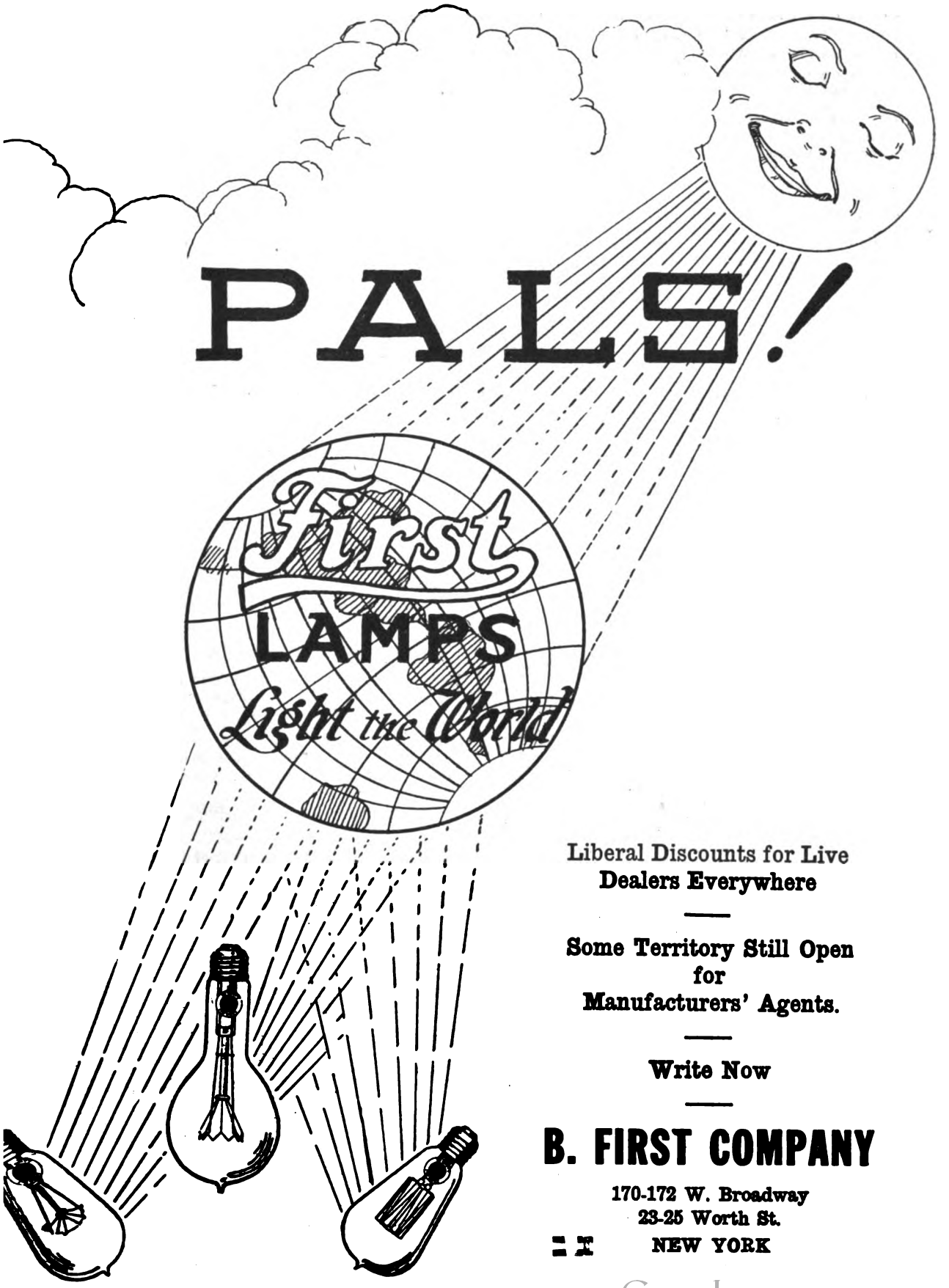
Our credit is built on the things we do,
Our debit on things we shirk;
The man who totals the biggest plus
Is the one who completes his work.

Good intentions do not pay bills;
It's easy enough to plan;
To wish is the pay of an office boy,
To do is the job of a man.

"By the way, Mary, I forgot to tell you that we have breakfast at 8 o'clock sharp."

"All right, mum, if I ain't down don't, wait."

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Liberal Discounts for Live
Dealers Everywhere

Some Territory Still Open for Manufacturers' Agents.

Write Now

B. FIRST COMPANY

170-172 W. Broadway
23-25 Worth St.
NEW YORK

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COMPREHENSIVE ANALYSIS BY IDAHO MERCHANT

Editor HARDWARE WORLD:

The present business depression is what every thinking business man has known for the past two years must come. Just when it was to come even the "Wise Men" of the East were unable to say, and even now there are but few who will be willing to undertake to make an explanation of the cause or causes. There were a number of causes responsible for bringing about the present conditions, but the one that stands out more forcibly than all others is the public rebelled at the continued advancing prices, not so much in the lines that we are directly interested in as the prices of shoes, clothing and other necessities, which we were all willing to say were ridiculous, considering the price of raw materials such as hides and wool.

How the Depression Will Affect Us

We will be affected to a degree, depending upon just how we have so conducted our business to meet this condition, which we have all known must come sooner or later.

The merchants had a wonderful opportunity during the war, when the government was asking them to curtail credits and to shorten credits; it was a step all merchants have had under advisement and it should have met with prompt responses, but unfortunately, not many of us took full advantage of it. If we had done so, business would have been on a much better basis and we would have been rendering a distinct service to the public, which for the past three or four years has not needed credit, particularly long time credits, while we are now confronted with an entirely different condition, where farmers, stockmen and orchardists will need credit and many of them for long periods, to enable them to readjust their operations to meet the changed conditions.

It is a time when we must all do our part and both give and take, until the prices of the products of the country and the prices of manufactured commodities and labor as well are on a more equitable basis, whatever that basis may be. It is a time when we should be firm yet considerate, the banker with the manufacturer, the manufacturer with the jobber, the jobber with the retailer and the retailer in turn with the consumer. Then we must reverse the order of things and say that in each case the consumer must be made to see that he should do all that he can, even though by sacrifices and acceptance of lower prices for his commodities, to meet his obligations to the dealer and so on down the line, dealer, jobber, manufacturer and banker. In this way the problem of liquidation will be solved in the shortest possible time, and were it possible to get full cooperation in every instance, the time required would be short.

Present Business Policies

While it is worse than useless to "hound" a man who is unable to pay his account, we should make heroic efforts to collect our accounts as rapidly as possible and to as great an extent as possible, and as promptly pass the results of our efforts along to our creditors, to the end, as expressed above, of the liquidation of our indebtedness at the earliest possible date. Second in importance is reduction where possible in our operating expenses. During the last three or four years we have all become to a greater or lesser degree careless as to our costs of operation and the small details, which in normal times often represent the difference between profit and loss in our business. We should make every effort to "Clean house" and even out our stock as much as possible during these quiet months.

Buying

Good judgment in buying is of no less importance than sales. When business is brisk and turnovers rapid, a little over buying in staple commodities is of little consequence, but when we are straining every nerve in an effort to liquidate our indebtedness it may make a great difference in what we accomplish; we believe that stocks should at all times so far as it is possible be kept up to the minimum requirements of the trade, but we should in these times give careful consideration as to what is the minimum.

Prices

There has been but few declines up to the present time in our lines, but we also know that with the present low prices of raw material such as copper, lead, zinc, tin and spelter, that goods manufactured of the above materials must decline.

Present indications are that the depression has slackened the demands for steel products, and that the manufacturers are beginning to accumulate stocks, and from this we hope that we may be able to get better deliveries. We do not anticipate radical declines and then only as the manufacturers are able to reduce the cost of production rather than based on the reductions in the costs of raw material.

In the second quarter of the year we believe we may expect some reactions and probably an upward turn of the market with some advances in prices, which will be brought about by the shortage that is likely to occur in some lines of manufactured goods.

We have every confidence in the future and that the man who keeps his head and gives his earnest attention to his business for the next three or four months, will find that he has passed safely over the rough spots and is gradually descending the grade to the nice level roads again.

Lewiston, Idaho. ERB HARDWARE CO.

MENTAL PUSH PINS

Have as long a memory for kindly deeds as you have for slights which have been offered you and for the failings of other people.



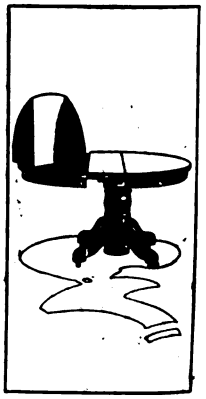
Asbestos Table Mats and Protectors

Jobbers of house and kitchen furnishings will find this an attractive line.

Our new DOILY-COVERED TABLE MATS are in demand and will produce large business.

Inter-Mountain and Pacific Coast Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, Cal.
320 Story Bldg., Los Angeles, Cal.

TURNER ASBESTOS COMPANY
EXETER, N. H.



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NEW STARRETT TOOLS

A new catalog has just been published by The L. S. Starrett Co. This catalog is not only an improvement in appearance and arrangement, but contains information about 21 new tools. These tools are in keeping with Starrett standards of quality and embody an increased range of usefulness, greater durability, new sizes and changes in graduations.

The Universal Bevel Protractor No. 359 carries a dial graduated to degrees around the entire circle and is equipped with one vernier instead of two, as on the Starrett Protractor No. 364. The new protractor is very easily read and convenient for a wide range of work. It has encased a positive method for fine adjustments. These adjustments, as well as the other adjustments, being controlled entirely from the center on the front side of the tool, justify its being called an Improved Universal Bevel Protractor. The lower nut locks the dial in its rotative path, and the middle nut, at a slight downward pressure, engages the fine adjusting device; while the upper nut locks the blades at any point in its length. The acute angle attachment renders it available for obtaining small angles.

A new No. 24A Micrometer Caliper Gauge is especially adapted to the tire industry in measuring tire molds and is said to afford a great scope of usefulness. The jaws of this gauge are four inches deep, and the beam, with a stiffening rod the entire length, is placed on the 32nds and 64ths graduated side. This gauge is made 48 inches long only.

Tool Maker's Button No. 494D is used principally on heavy jig work, and is one inch long and one inch in diameter. Metric Micrometer Caliper No. 230M is designed for measurement by hundredths up to twenty-five millimeters. A new size and range is included in the No. 463 Starrett Micrometer Caliper Head. This head has a clamping surface ⅜ inch long and a diameter of ⅜ inches. Another new micrometer caliper head shown is their No. 463M, the same as No. 463, except it is graduated for measurement by hundredths of a millimeter up to thirteen millimeters. No. 464 Micrometer Caliper Head is the same as No. 463, but is graduated for measurement by ten thousandths of an inch.

Micrometer Caliper Sets No. 226K is composed of four micrometer calipers reading to ten thousandths, all with lock nut and without ratchet stop. A metric fillet or radius gague, No. 272M, of 18 leaves is especially adapted for use in laying out special forming tools, dies, etc., as well as for measuring fillets. A No. 279 Fillet or Radius Gague of twenty leaves and with radii from .020 to .400 inch inclusive has also been added to the Starrett line.

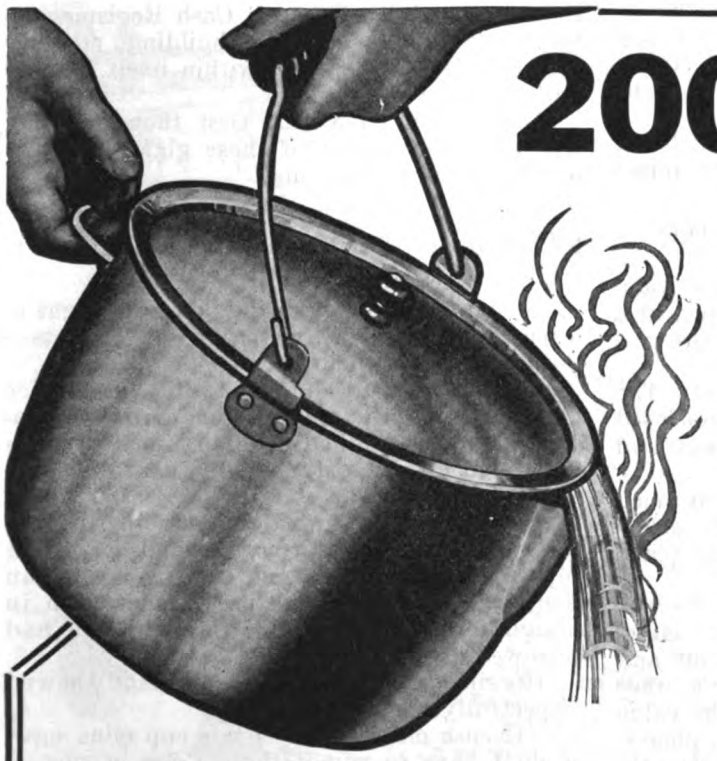
These are only a few of the new items, not mentioning the complete Starrett line included.

58 PIGEONS IN 58 SHOTS

Richard Lee Beck, the 13 year old Bridgeport, Ohio, lad, who just won the individual rifle championship of the Winchester Junior Rifle Corps for the second time, performed a feat in his home town which fully attests his ability. Pigeons became so thick about the Bridgeport National Bank that they were a nuisance and the bank authorities and the officials of Bridgeport invited young Beck to clean them out. On the day mentioned, he came prepared for work. He fired 58 shots and brought down 58 pigeons, and not one of them was nearer than 100 feet.

The Reynolds Hardware Co. are now proprietors of the Wanstrand Hardware Co., at Shenendoah, Iowa.

The Triple Hardware Co. has been organized at Crandon, Wis., with a capital stock of $20,000.



200 QUICK SELLERS

The big West Bend line of Aluminum ware (over 200 pieces) makes quick turn-overs easy because it equips the dealer for Special Aluminum Sales. In this line there's a high grade aluminum utensil for the housewife's every need. Push the

West Bend ALUMINUM WARE

The line bristles with Selling Points; kettles with non-slip lids; tea kettles that fill through the spout; perfect percolator with three unrivalled coffee-saving features. Every article stamped from a solid sheet of aluminum; no seams, no crevices. Great in strength, serviceableness and beauty of design. These features make West Bend utensils quick sellers. Free book, "Kitchen Kraft," to every housewife. It's a salesman for you. Write today and learn about our co-operative sales and national advertising plans.

West Bend Aluminum Co.
Dept. D, West Bend, Wis.

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SAVING THE FIRST THOUSAND!

(By Copeland Townsend)

A certain comedian said "The first hundred years are the hardest." He was referring to his strained matrimonial ties.

In a more serious vein, any successful man will tell you that saving the first thousand is the hardest. There is true romance in thrift, if Americans would only realize it.

It is axiomatic, perhaps bromidic, to say that the safest plan to follow in thrift is not to spend money until you get it, but if America knew this lesson we would have fewer slums and breadlines.

Poverty is a mental condition externalized. Similarly the man who lives in constant dread of losing his job generally does.

Show me the employe who saves, and I will show you, invariably, a good workman and a reliable one.

Perspiration will bring results more often than inspiration, but the mintage of wisdom is to keep lost motion out of your mind.

Any man may save, no matter how small his salary. I once knew a telegraph operator who was the sport of his fellows, because he got so much enjoyment out of his savings. "Baldy Thrift" they dubbed him.

He was always neatly dressed and he made saving an adventure, although his salary was small. When he got his first thousand he invested it in a safe industrial enterprise. Today "Baldy Thrift" spends his summers in Maine, his winters in Florida, and is perfectly at home in a twin six.

Thrift without wisdom is better than being a wastral, but the man who is thrifty acquires wisdom.

The Most Difficult Thing About Success Is to Survive It

Thousands of men have with stern self-denial reached their first thousand and then in a burst of profligacy spent it and lived the rest of their lives "close to the cushion."

The saver must hold fast to the end. The words thrift and stingy have become confused in this country. It is necessary to live well and amid pleasant surroundings.

And it is never too late to save. Many men who have passed the meridian of life argue that it is too late to save. "You cannot teach an old dog new tricks!" they whine.

Foch was not a beardless boy when the war broke out. And neither was Pershing or Haig. Pierpont Morgan was at his best after 50, and there are thousands ripe for Dr. Osler's ether cone who have suddenly awakened to the value of saving and have ended their days in plenty.

Edwin Bok, the Philadelphia editor, recently complained that when he was a boy he learned that to save money was to be looked upon as being stingy. A great Frenchman visiting here noticed that Americans disliked the word "Economy."

Economy Is Bulwark of Independence

These things are true, but we are outgrowing them. The younger generation is learning that "economy" is the bulwark of independence. It is learning that after a man has saved his first thousand dollars he has entered the highway of success and only faltering steps will keep him from reaching his goal—an old age of independence and happiness.

Save the first thousand. Invest it carefully and then forget it. For you have a new thrill before you—the saving of the second thousand. There will be moments of discouragement, for in saving the first thousand, the "last few hundred are the hardest," reverting again to our comedian friend.

But the sacrifices are far outweighed by the sense of personal achievement, of freedom from worry and fear of losing your job. The man who has $1000 and loses his job can find another one and be in a position to ask a fair wage, instead of taking the first thing that comes along and swinging into a rut.

The man who has his first thousand has the corner stone of a fortune. Any safe investment has the potentialities of a fortune, for America is bristling with enterprise as never before, and the small concern of today is the National Cash Register concern of the future. John H. Patterson started the National Cash Register factory in a tumble-down old building, now his factory constitutes a city within itself. There will be plenty more like it.

Unless you have that first thousand, you will never be a part of these gigantic enterprises now in the making.

FATHER OF TRIPLETS ANXIOUS AS TO CHAMPIONSHIP TERMS

A chap named Higgins got home one night to learn that his wife had given birth to triplets—three healthy, bouncing boys.

Higgins, overjoyed, went to the boss' office next morning and recounted the rare and wonderful thing which had befallen him. The boss felicitated him heartily, and the next day Higgins was sent for.

He hurried to the office again to find the entire firm assembled there. A handsome silver cup stood on the desk and this trophy, in an eloquent speech, the boss presented to him in recognition of the triple blessing which he had bestowed upon his country.

Higgins took the cup in his hand, bowed respectfully and said:

"Excuse me, sir, but is this cup mine now, or do I have to win it three years in succession?"

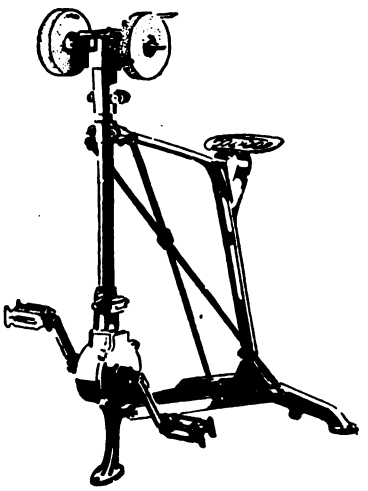
"A smile oils life's bearings."

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SURE-FIRE SELLERS

A Line of Grinders varying from Light Kitchen Grinders for the housewife, to heavy duty Power Driven Units for the **Farm Tool Shop, Garage** or **Factory.**

A Tool Grinder for every need, and a steady demand for it wherever shown.

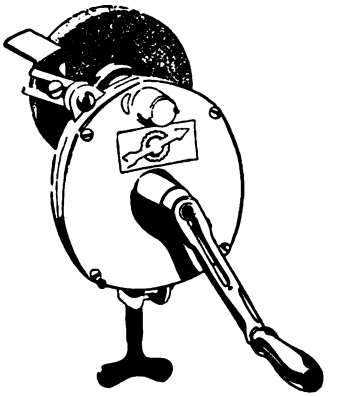


No. 36 — SPEEDER high speed tool grinder and tool sharpener.

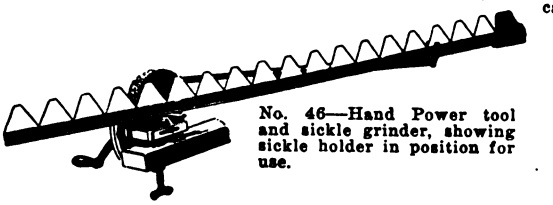
JOBBERS

We are now conducting an intensive sales and educational campaign by offering dealers a special demonstration proposition.

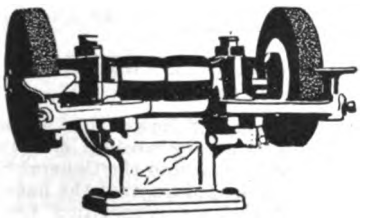
These demonstration propositions are being placed through established jobber connections, not direct to dealers. Write today for details of this initial step in our Jobbers' Co-operation Campaign.



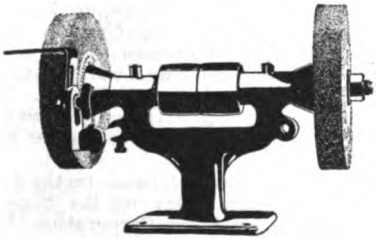
No. 26—STURDIBILT hand grinder for mechanics and carpenters.



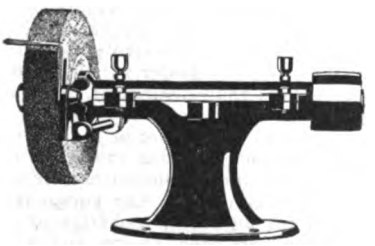
No. 46—Hand Power tool and sickle grinder, showing sickle holder in position for use.



No. 212 — STURDIBILT power grinder.



No. 105 — STURDIBILT light grinder.



No 97—STURDIBILT single wheel grinder.

DEALERS

Ask us about the Educational Exhibit and Special Sales Proposition.

Free descriptive literature on request.

Write today—Then

Order through your regular Jobber.

We Guarantee Prompt Delivery.

Prairie Du Chien Tool Company

Prairie du Chien, Wis.

Western Sales Representative:
JOHN F. KEGLEY
Lankershim, California

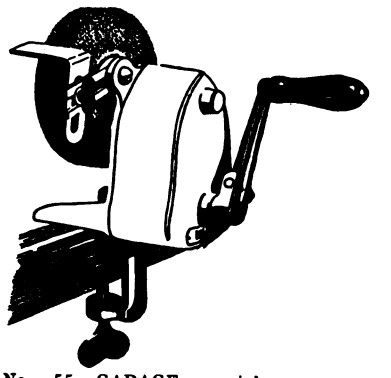
Missouri, Kansas and Nebraska Sales Representative:
J. G. BOWERS
304 Finance Bld., Kansas City, Mo.

GEORGE H. ISCHE
Sales Representative:
Iowa, Minn., N. D., S. D. and Wis.

Southern Representative:
JOHN E. CHUMBLEY & CO.
Nashville, Tenn.



No. 3—Prairie hand grinder for kitchen use.



No. 55—GARAGE special high speed grinder.

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DO YOU GOSSIP?

(B. Jurika, one of the HARDWARE WORLD subscribers in Zamboanga, P. I., contributes the following)

Scene: Small Town, Anywhere.

Chapter 1

1. A certain man sat him down and wrote an epistle, saying:

2. Lo, the wife of my bosom rageth and the heart in my bosom is sore and weigheth like unto a stone.

3. Many years have I dwelt in small town, yea, these many years.

4. And the first year I gathered unto me a score of friends and the second more than four score, for loyally I loved and served them. Not one word of ill did I speak even of the least of these my brethren. In sooth, my mouth did I lock up and the key thereof I cast into the deeps. Neither did I seek to "boss."

5. And it came to pass that certain persons puffed up with envy and sorely gassed in the empty brain space sought to destroy me.

6. Ha, quoth they, he talketh not, therefor he is afraid. Slam him, bang him, and they did bear false witness against me. They consorted me with the scribes and the Bolshevik in the market place and made all manner of false witness to be published abroad in the land.

7. Therefore, thou wise man, I pray thee tell me what plan entereth thy head that I may overcome these, mine enemies, and steer the misguided ones who believe these lies, back into the old ways.

8. Ding bust it, I hold my reputation in reverence, in sooth, it getteth my goat.

9. Shall I employ other scribes and make to be published retractions of these falsehoods or shall I turn Bolshevik, arm myself with a monkey wrench and tighten the nuts on these highwaymen?

10. Ah, my friends, beware. Remember the proverb thy friend hath a friend. In confidence he becometh gabulous, but in court his memory faileth, an oath is nothing in his young life.

11. Would'st thou resort to the law, a witness and a lawyer with able jaw?

Chapter 2

1. Thereupon the wise man sought solitude and a demi-tasse, in these days of drought and in the wee sma' hours, he rolled this off his chest:

2. Cheer up, old sock, knowest not that the price of success is criticism. Behold thou art arriving, if not arriv.

3. It is written that the small boy shall not waste his stone on the barren tree.

4. Cocoanuts make good copra but not think-tanks.

5. The hearts of these, thine enemies, are filled with envy. thou should'st worry.

6. And yet again, hast thou not heard that it is in the nature of an ass to bray and thou can'st not de-heehaw him within the law.

7. Knowest thou not, that the populace hearing these things will make it their business to inquire about thee and many may hear of thee who otherwise would know thee not and advertising is advertising in these days of H. C. L.

8. Suffer these thine enemies yet a little longer. The mind of the populace worketh exceedingly slow but even so in time it getteth "wise." See that thou bearest thyself in thy accustomed way. Keep the aperture in thy face closed and thy head up. The life of the liar is long and devious, but the end cometh.

9. Vale, amigo, mio, yet in farewell, I would bid thee to remember that even a full grown toro will hang himself if thou but give him enough rope.

THE PRICE APPEAL

A thin, anaemic woman was accosted by her friend on the street: "Why, Mary, how pale and thin you look! I thought you were going south for your health."

"I was," said Mary, "but my doctor has offered me such a lovely bargain in operations—a major operation for one thousand dollars, and, of course, I can't resist that."

WESTERN MERCHANTS WELCOME STOVOIL

Since Stovoil, "the Enemy of Rust," has appeared in the West and gone about among western merchants, more and more reports come to us and the General Sales Corporation, the Western distributors, that the handling of Stovoil is a most satisfactory proposition for the merchant, just as Stovoil is a most welcome addition to any customer's household equipment.

Just as Stovoil is the enemy of rust, so it is the friend of all metals. Its use is not confined to housekeepers for their stoves. It is welcomed by the sportsman for his gun, by the machinist and the artisan for his tools and machinery. In connection with their accessory line, many merchants are finding that Stovoil is one of the best cleansers and preservatives for automobile parts.

Of especial interest and attractiveness to the trade is the sales and distributing policy of the Superior Laboratories and the General Sales Corporation, their western representatives. The dealer is protected at all times, and all advertising and sales promotion is done in cooperation with the dealer and for the benefit of the dealer. All direct advertising directs purchases from the nearest dealer. All demonstrations, all pioneering work are referred to the dealer for the sale and no sales are made to others than dealers at rates equal to or lower than the dealer discount.

In the last ninety days the Superior Laboratories has announced that foreign connections have been made for exclusive rights in the principal countries of Europe, as well as those of South America. The company has even received requests for agencies in Africa and the Orient. Thus Stovoil is destined to go out as the cleanser and preservative for metals and household goods from top to bottom and from side to side of the globe.

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WORDS TO AVOID IN ADVERTISING

To be able to describe an article accurately and in words that are correct and varied, is an asset in salesmanship. Read over this list carefully — then erase these words from your vocabulary:

Cheap—A word that sounds just as the name implies. "Inexpensive" or "a splendid value" sounds much better.

Lovely—Worked overtime. Use such words as "appealing," "attractive" or "graceful."

One of our best sellers—Is a trade slogan that's out of date. Better to say "very popular," "much wanted," etc.

Swell—Wouldn't it be better to use such phrases as "that's distinctive," "clever" or "very becoming?"

Nifty—Say "dainty," "smart" or "desirable."

Something for you?—Its use is a bad habit. Say "Good morning — have you been waited on?" or "What may I show you?"

No two merchants are alike in their thoughts and methods; consequently, no fixed set of rules can be laid or formula given to attain a certain point of efficiency; sufficient to say that the following has a great deal to do with the make-up of a successful storekeeper:

1.—Loyalty to self and customer.

2.—Personal appearance; spic and span merchandise.

3.—Good character and habits; no late hours.

4.—Enthusiasm, life and "ginger."

5.—Understanding human nature, to see things as they are.

6.—Knowledge; know the goods you deal in.

7.—Ability to analyze yourself and others.

Place several alarm clocks in your window, with dials facing the window glass. Display merchandise throughout the window, taking care that it does not obscure a clear view of the clocks near the front of the window. Letter a small window card, "Timely Suggestions."

MERCHANTS' 50 PER CENT INCREASE IN SIX MONTHS

This phenomenal growth and increase in business is reported by the Webb Hardware Co., San Diego, Calif. On March 1, 1920, George H. Webb, formerly of Monrovia, Calif., purchased the business of H. N. McKie at 531 E St., San Diego, Calif. With Mrs. Webb as the silent partner the business was reorganized as the Webb Hardware Co. and the success and reward that has attended them have been nothing short of phenomenal.

Mr. Webb reports that the business has increased 50 per cent since he has taken over the store, and future prospects for the business, as well as for San Diego, are wonderful. Mr. Webb has had natural training for the hardware business, for for the first fifteen years of his life his father was in the hardware business. Mr. Webb himself has been connected with Harper & Reynolds Corporation of Los Angeles.

Philip Lindberg has succeeded to the business of Harris A. Smith at Florence, Wisconsin.



At Home
—and in Camp

This is another outdoor year. More than ever people realize the health and happiness nature holds for them. Outdoor living creates demand for sporting goods.

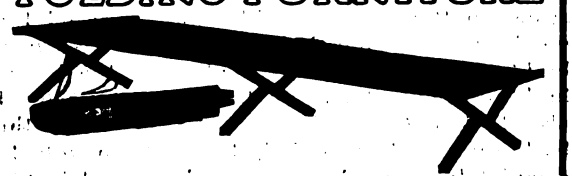
For camping and summer homes, Gold Medal Folding Furniture has long been recognized as the leader. Light, strong, comfortable, neat appearing, and compact when folded—it is the ideal outdoor furniture.

For porch and lawn, in the sun parlor, den, or bedroom—from palatial home to the modest cottage—there comes an ever increasing demand for Gold Medal Folding Furniture.

Prepare for this profitable business. Get the Gold Medal catalog at once. It is yours for the asking. Jobbers everywhere.

Gold Medal Camp Furniture Mfg. Co.
Racine, Wis.

"GOLD MEDAL"
TRADE MARK REG. U.S. PAT. OFF.
FOLDING FURNITURE



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THIS MAN LOST THROUGH NOT KEEPING CLOSE TO HIS INSURANCE POLICY

(Copyright by Elton J. Buckley)

Some time ago a combination retail and wholesale general store was carrying some insurance on a stock of merchandise which it kept in a small frame building situated about 100 feet from its main store building. The policy which covered this described it is "merchandise, stock, materials, and supplies, their own or held in trust or on consignment or sold but not removed, contained in a frame warehouse detached about 100 feet from store building." This is the usual form for such insurance.

The frame building became insufficient for its purpose, and was torn down. In its place and on the very spot, was built another frame building, and to give even more room, a second frame building was built about 100 feet away. While the two new buildings were being built, the goods were stored around the neighborhood, wherever storage could be found. When the buildings were completed, the goods were brought back and placed in them, part in one and part in another.

While the building operation was going on, the owner of the store protected himself by having the insurance company put what is called a binder on his policy, insuring the goods wherever they might be. This is a printed clause adapting the policy to a new condition. It is pasted on the policy's face. When the goods were brought back, these binders were cancelled.

When everything was settled again, the owner took out some new insurance in another company on the contents of the second new building, that is the building which was not built to replace the old. As to the contents of the first new building, that is, the building erected on the spot of the old one, the old policies were carried along "to cover as originally written." The new insurance taken out on the second new building wasn't enough to cover everything in it, because the owner figured out that the old policy applied to the contents of the new building too since some of the goods from the original building had been moved to the new one. In order to make sure of this, however, he did what most business men would have considered taking sufficient care: He took the old policy and went to the office of the insurance agent. Behind the counter was a clerk who was there to answer questions and do the general work of the office. The owner showed him the policy and explained the whole situation thus: "This old policy covered the goods in the frame building. I had two new buildings built to take the place of the frame building and put part of the goods in each. I also took out a little more insurance on the building which I added, but not enough to completely cover the contents, because I figure that the old policy should cover the goods whether in one building or the other. Is this right?"

The counterman said yes, "the form is broad enough to cover any warehouse around there that is a frame warehouse." The owner left perfectly satisfied that he had done everything that was humanly possible to cover every contingency.

A fire occurred, largely destroying the contents of the second new building, that is, the building which was not built to take the place of the old one. This was the building, understand, on the contents of which some new insurance was taken but which was supposed to be mainly covered by the original policy. The owner presented his claim but the company refused payment. Why? Because the original policy didn't cover anything in the new building; in other words, it covered the goods only so long as they stayed in the original building. But, said the owner, your counterman said it did. I asked him that very thing. Oh, he had no authority to say that, said the company, and so the matter got into court. The owner lost in the lower court, appealed and lost again. The case is splendidly illustrative of the risks a man takes unless he keeps close to his policy, knows everything in it and does it when it needs to be done. The court decided that the original policy covered the goods in the original building (or the building built to replace that) and that nothing had been added to the policy to make it apply to the goods somewhere else. The binders, remember, had been cancelled. On the subject of the clerk or counterman's statement the court said this:

When the goods was returned from the new building and the binders cancelled, the insured was assured by the counterman, an employe of the company's sub-agent, that "the form was broad enough to cover any warehouse around there, that is a frame warehouse." This language, it is contended, estopped the company from asserting that warehouse No. 2 was not within the policies of insurance. One would scarcely consider the language as an expression of a considerate judgment on a question of so much importance. There was no limit as to the location of the warehouses. It might have included such houses at any place in Atco. It in no way considered the risk or hazard to be encountered and whether the company was assuming more or less by reason of the location of the warehouse. The language used is nothing more than the expression of an opinion. Moreover, the insured was put on notice by the policy itself when it said that "no officer, agent or other representative of this company shall have power to waive any provision or condition of this policy except such as by the terms of this policy may be the subject of agreement endorsed hereon or added hereto; and as to such provisions and conditions no officer, agent or representative shall have such power or be deemed or held to have waived such provisions or conditions unless such waiver, if any, shall be written upon or attached hereto, nor shall any privilege or permission affecting the insurance under this policy exist or be claimed by the insured, unless so written or attached." The company may be estopped by the authorized acts of its agents and by the misrepresentation of its general agents. But it is not contended that the acts of the sub-agent's counterman were authorized or

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that there was a misrepresentation by the general agent; and, if we assume in this case that it might be done, it certainly was not done by the use of such general and indefinite language as here employed. There was nothing on the record to show that the counterman or sub-agent had authority to waive by parol the conditions of the policy, nor was there any attempt to prove such custom.

Now what should the owner have done to avoid this? First he should not have taken the say-so of any clerk; he should have gone to the agent, provided he was a general agent. If only an agent for the solicitation of business, he should have written to the company and gotten a binder put on the policy making the insurance apply to the contents of both buildings.

COLDWELLS COVER THE COUNTRY

In announcing its new motor mowers and "Threesomes," the Coldwell Lawn Mower Co. of Newburgh, New York, may well claim that its line is complete in every respect and that Coldwells cover the earth just as the grass does. If there is any institution that is notable for refusing to let the grass grow under its feet, surely it is this same good old Coldwell Lawn Mower Co.

Not only does the Coldwell line embrace the ordinary mowers of the garden variety, but they have taken advantage of the power farming era to include motor mowers and tractor outfits among their products. As a matter of fact, Coldwell's "Big One" is a combination tractor and sulkey type threesome, made so that the two implements may be separated and operated independently if desired. It is said to be the last word in lawn mower cutting machinery.

With the heavy rains that have fallen on most of the West this winter, and with a promise of a productive year, the merchant must begin to think about this time of his lawn-mower stock and the opportunities that are going to face him in this line. He should not confine his thoughts to the householders with an eight-by-ten along the sidewalk, but should consider equipping the cemeteries, golf courses, public parks, playgrounds, estates and large operators in the community. They will not come to you. Do you plan on them!

THE COOK "DIFFERENT" PHONOGRAPH

The Cook Phonograph, manufactured by the Ernest C. Cook Co., of Chicago, Illinois, announced elsewhere in this issue, is distinctive in that it is being distributed through the channels of the hardware trade. The Cook has been recognized from the start as a "different" phonograph.

The entire Cook machine is made in Ernest C. Cook's factory, from raw material to the finished products. It is equipped with the company's own motors and plays all records of any make. It is said to combine perfect reproduction with an elegant finish, so that the machine is most satisfactory from a user's standpoint, as well as being a most attractive dealer proposition.

In a recent letter to Mr. Cook personally, one of his good friends, P. E. Giese, sales manager of a large hardware jobbing house, commented enthusiastically on the instrument, both as one of the greatest phonographs he has ever listened to and as a most attractive commercial proposition. The margin of profit in handling the machine is very great. Correspondence should be addressed to the Ernest C. Cook Co., 116 S. Michigan Blvd., Chicago, Illinois.

T. J. Vanderheiden has purchased the stock of J. C. Nitz, at Dodge, Nebraska.

The Duerksen Hardware Co. have succeeded the Corn (Oklahoma) Implement Co.

EVERY FARMER CUSTOMER SHOULD OWN A DRAG SAW

In almost every section of the country, the farmer is turning to his wood lot and timber as a means of obtaining ready cash and extra income while the prices of other farm crops are uncertain. He is sawing and selling firewood. With coal selling all the way from $9 to $17 a ton, he is finding a ready sale for wood at prices well worth while.

This would be hard, tedious and unprofitable work if it were not for the light, powerful, low-priced drag saws now on the market. And it is this improved, labor-saving machine that the aggressive hardware and implement merchant should be talking and showing forcibly these days.

These improved machines can do the work of 10 to 15 able-bodied men. The average cost of cutting wood has been as low as 1½ cents a cord. Cutting 35 cords of wood is said to be an easy day's work, and it is possible to cut 50 cords.

The market for drag saws is great. Almost every farmer customer can be made a buyer. On nearly every farm there is an abundance of wood that can easily be sawed into firewood. There are mature trees that should be taken out to give room for younger ones or to clear the land for cultivation. On many farms rivers and creeks line the banks with logs and other driftwood. There is usable wood lying about in various places. With a light, portable sawing outfit that can be wheeled like a barrow right to the tree or log, every one of these logs and branches has a ready cash value.

Hundreds of drag saw owners report they make all the way from $15 to $20 a day sawing wood and selling it. There is also a good market for fence posts, railroad ties and timbers that can be made with this machine.

Farmers have been quick to learn that timber land, once cleared, makes the richest, most productive land of all. It has been enriched by the vegetation of ages. So there are double profits in cutting timber and equally satisfactory profits in selling drag saws. First, the big profits after it is easily and quickly cut into firewood, ties, timbers, etc., and, second, the crop producing value of the land when cleared.

EGGSACTLY

"Daddy," asked little Willie, son of a New Orleans hardware dealer, "why is a black hen cleverer than a white hen?"

"I give up," said daddy.

"Because a black hen can lay a white egg," said Willie, "and a white hen can't lay a black egg."

GOOD WILL

Good will is the measure of excess value in merchandise and service beyond what the buyer expects, and it is a wonderful business builder.

The Marshfield (Wisconsin) Hardware & Auto Co. has purchased property on which they are planning to erect a building.

"CRITCHLEY-SIX"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN
Portsmouth, N. H.

Represented by Caldwell Sales Co., San Francisco, Calif.

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BOOKS AND BETTER TRADE

The American merchant, still striving to overcome the many unusual business and financial conditions which have followed in the wake of the war, is becoming more and more, convinced that among the most serious of his problems is a pronounced shortage of labor and a dearth of workers equal or inclined to the needs of his business.

How can he obtain this much desired efficiency on the part of his employes?

To this query there are many answers, but there is no question that one solution of this difficulty points straight to the magic gateway to erudition—books. Already, in line with this thought, many far-seeing manufacturers and heads of business institutions have installed in their plants special libraries of technical books for the use of their workers, as well as for reference by themselves. From such libraries the worker may obtain books giving the most minute information upon the industry in which he is employed, and such books are in demand both during the lunch hour and for quiet reading at home. This plan is not limited to the manufacturer. The jobbing house, and the retail store with a library for employes is twice the gainer. For the worker is pleased and more loyal, and moreover his leisure hours are employed profitably and to the long-run benefit of his employer.

Among the great commercial and business institutions which have found that the installation of a special library of technical books was a wise step, might be mentioned: Marshall Field & Company, Chicago; B. F. Goodrich Company, Akron, O.; American Telephone and Telegraph Company, New York; Studebaker Corporation, South Bend, Ind.; National City Bank, New York; Winchester Repeating Arms Company, New Haven; Guaranty Trust Company, New York; National Cash Register Company, Dayton, Ohio; General Electric Company, Schenectady; Sears, Roebuck Company, Chicago; Curtis Publishing Company, Philadelphia; Philadelphia Commercial Museum; Chamber of Commerce of the United States, Washington; National Automobile Chamber of Commerce, New York, and the Merchants' Association, of New York.

Slogan "Books for Everybody"

There still is a deplorable lack of good libraries in business houses, shops, mills and manufactories when the country is considered as a whole. Every employer should be brought to see the benefits to be derived from these special libraries, and an important step toward this end has been taken by the American Library Association with its peace-time Enlarged Program, which is being carried out with the significant slogan, "Books for Everybody."

In the war the American Library Association supplied to the men in service, both here and overseas, more than 7,000,000 books. After the armistice it began arranging for an amplified peace-time effort, which more recently has developed into a movement known as the "Enlarged Program." It is a part of this program to help furnish a library for the worker at his store or factory, cooperating with the employer.

The American Library Association was organized 44 years ago and has a membership of 4000 active librarians. It will carry out its Enlarged Program in close cooperation with public libraries, library commissions and the special libraries associations. These agencies already have done much toward encouraging the use of technical books by the men and women who have the most to gain by reading them and will continue their endeavors indefinitely. These agencies, however, earnestly seek the support of every employer throughout the country, that the effort may be successful.

NINE WINCHESTER STORES

The Winchester Company has so far opened nine retail stores in eight cities; two in Boston, and others in Providence, Pawtucket, Lawrence, Springfield, Troy and New Haven.

POPULARIZING HEEL PLATES

A circular in colors, pointing out to dealers how to recognize buyers of heel plates, is being sent out by the Star Heel Plate Company of Newark, N. J.

This circular is called "Star Heel Plates on the Walks of Life," and is an example of how manufacturers are cooperating with dealers in the sale of their product. Thousands of fathers, who themselves as boys wore heel plates, are just as much interested in saving the shoe leather of their sons as their own fathers of days long past, when heel plates seemed to be more common than they are now. People need reminding of possibilities in saving shoe leather. Mechanics, street car conductors and motormen, pedestrians, postmen, workers at heavy trades and farmers ought to be turned into enthusiastic heel plate wearers.

MYERS PUMP AND HAY TOOL CALENDARS

Consistent with their annual custom of supplying their customers and friends with calendars so that they may be thought of every day during the year, F. E. Myers & Bros. of Ashland, Ohio, have just mailed out 42,000 calendars addressed to dealers and customers in all parts of the world.

The new calendar is four feet in length, carrying illustrations of the Myers' line of hay tools as well as the days of the year. It is an interesting fact to know that the calendars weighed over seven tons and represented a value, including postage, of more than $10,000. Two weeks were required to get the calendars ready for mailing.

Any merchant who has not received his calendar should communicate with the company, who would gladly send a copy to him.

A. O. Smith is a new hardware merchant at Gering, Nebraska, and will carry a general line of hardware and implements.

The Miller Hardware Co. has been organized at Caldwell, Idaho, and will carry a complete hardware stock, including stoves and bicycles.

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AN ADVERTISING INNOVATION

A clever advertising device was put into successful use by the Kerman (California) Hardware Co., when they made arrangements with the English class of the local high school to write a series of six competitive advertisements for them. Of the students who took advantage of this opportunity to write ads, the work of five was selected and the advertisements were used in local newspapers, of course arousing particular interest. Here was a case of advertising advertising that might be adopted by many a merchant in different localities.

EX-PRESIDENT GAMBLE LEARNING

J. R. Gamble of Montgomery was stopping overnight in a southern hotel and he asked the darkey attendant to wake him up at 7 a. m.

"Say, boss," replied the darky, "I reckon you ain't familiar with these heah modern inventions. When you wants to be called all you have to do is to push the button at the end of de bed, then I comes up and calls you."

Smith & Johnson are proprietors of a new business at Honey Grove, Texas.

Taylor, Masterson & Linson are planning to increase their business at Cape Girardeau, Missouri.

The Reliable Hardware Co. has been organized at Greenville, Michigan, and promises to be true to its name.

The Ridgefield (Washington) Hardware Co. has purchased a new building for the use of its furniture department.



UNITED AUTO SUPPLY CO.

Jobbers and Factory Distributors

Automobile Accessories

711-715 MISSION STREET, SAN FRANCISCO

Send for Our Latest Complete Accessory Catalogue

ONE-BETER CHAIN MOP HANDLES

A western product just coming onto the market, yet seemingly with an edge on its competitors at the start, is the One-Beter line of chain mop handles, manufactured by the June Freeman Mfg. Co. at San Francisco. For some time past the Freeman Co. has been supplying janitors and discriminating buyers of mop handles. So universal has been their praise, and so unfaltering the service of the chain handles, that they are now being manufactured for the trade.

The device is simple to a degree, which may account for its triumph. With a stout galvanized chain, which binds the mop onto an arc-shaped bar at the end of the stick, all screws, threads, levers and clamps are dispensed with. A simple adjustment allows for mops of various thicknesses, and it is said to be just as easy to remove the mop as it is to attach it.

The handles are manufactured in three grades or types, the professional janitor, the regular janitor, and the household. The company will be pleased to send a sample handle to any jobber or dealer on request. If your jobber can't supply you, it is advised that you communicate direct with the company.

BOLLER WRINGER REPRESENTED

The Peter Boller Machine Works of Chicago, Illinois, are announcing to the trade that they have appointed Thayer & Bower of San Francisco, Los Angeles, Salt Lake and Seattle, western representatives for Boller Mop Wringers. This connection has been made to take care of the increased sales and demands for Boller products in the western territory and the large and complete sales force of Thayer & Bower will from now on be able to extend the utmost service to the trade.

FAR WESTERN ALUMINUM FACTORY

The Aluminum Mfg. Co. reports that its new home at Emeryville, California, is practically completed, in spite of handicaps which manufacturers have to face. The new machine shops are complete and the company is only awaiting the arrival of some important machines from the East to start operating to full capacity.

A full line of aluminum kitchen utensils, stamped from heavy pure aluminum sheets, will be made; also an extensive line of aluminum cooking ware. The utensils will be marketed under the name Service brand. The direct "factory to the trade!" policy will be followed out.

The organization has been capitalized for $200,000, and the officers are: R. R. Beggs, president; H. B. Knowles, vice president and general manager, and J. S. McKay, secretary and treasurer; J. R. Wollgren, superintendent.

YES IT WAS HARD

"Is this hard cider?" asked the prospective purchaser.

"Sure," said the rural dispenser.

"But how hard is it?"

"Well, my hired man, who never wuz right pert before, filled up on th' stuff t'other day an' lit out down the big road yellin' 'Glory hallelujah! I'm still livin' in th' home of th' brave an' th' land of th' free!' "

"Gimme a gallon."

Crawford & Sons have taken over the stock of George Stevens at Melvern, Kansas.

Myers & Chandler now own the stock of the J. F Buhrer Hardware Co., at Enterprise, Kansas.

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An Educator for the Merchant and Salesman

The advertising pages of the "HARDWARE WORLD" are one of the splendid educational features of it.

They serve as a persistent educator of the best goods, most economical labor saving appliances, best mechanical equipment and most profitable selling lines.

They give the talking points, the merits, the selling points, of the various lines that are usually handled by the hardware merchants.

In no other way can a merchant or a salesman get the points so quickly and so effectually as by noting our advertising pages.

It is always the man who is best informed of what is to be had, where it is to be gotten quickly and cheaply, what its merits are, that is the best salesman.

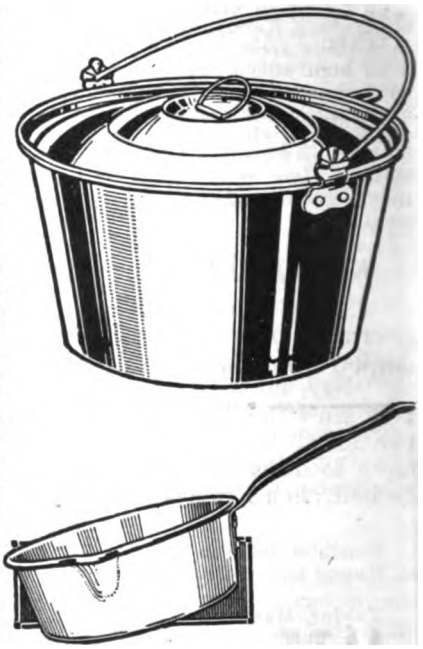
The knowledge gained from its advertising pages probably in the majority of cases, is acquired unconsciously and without mental exertion.

A dealer or a salesman is perhaps wholly unaware that he is getting a valuable addition to his general knowledge of merchandising and of the goods that he sells.

TWO NEW "AMERICAN MAIDS"

The "American Maid" aluminum ware line, manufactured by the Illinois Pure Aluminum Company, Lemont, Illinois, announces a number of new items for early spring delivery.

The double omelette frying pan is one of the new items added to the line, as is the 4-qt. covered Windsor kettle recently added to the line and also a 1-qt. straight stew pan. "American Maid" aluminum ware is a popular priced line and is proving a very marked success for many hardware buyers.



HOW, INDEED?

A patient said to a doctor: "I'm feeling very blue this morning doctor."

"What's the matter?" asked the physician.

"Every time I feel my nose it hurts me."

"But you are not obliged to feel your nose."

"But how can I tell whether it hurts unless I feel it?"

HISTORY SLIGHTLY MIXED

In an English high school the question was asked: "What do you know about the introduction of tobacco in England?"

The answer was: "Tobacco was introduced into England by Sir Walter Raleigh, who said, 'Be of good cheer, for we have this day lighted such a flame in England as, by God's grace, shall never be extinguished.'"

"Say, Arr, did you notice how cross-eyed Bob's girl was?"

"Notice it! Why, say little girl, when I sat next to her at dinner she was so cross-eyed she ate off my plate."

"Sterling is again beginning to justify its name."

M. A. Markel & Son have purchased the stock of A. J. Lynch at Clearwater, Kansas.

W. S. Carver is the new proprietor of a hardware business at Horse Cave, Kentucky.

The Yakima (Washington) Hardware Co. is increasing its capital stock from $100,000 to $500,000, indicating the extent of its recent growth.

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INFERNAL ACCIDENT

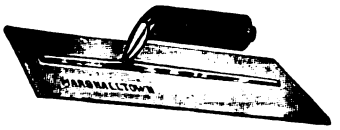
Griggs, a hardware clerk at Kansas City who prides himself on his exactness, said: "When I don't catch the name of the person I've been introduced to, I ask if it's spelled with an 'e' or an 'i.' It generally works, too."

Briggs—I used to try that dodge myself until I was introduced to a young lady at a party. When I put the question about the 'e' or 'i,' she flushed angrily and wouldn't speak to me the whole evening."

"What was her name?"

"I found out later it was—Hill."

"New York's municipal lodging houses are empty. Prohibition has done it."



THE NAME

"Marshalltown"

IS A

Nationally Known Quality Guarantee

FOR

TROWELS

MARSHALLTOWN TROWEL CO.
Marshalltown, Iowa





Kees SCREEN HANGER

The large openings in the "eyes" and the guide flanges make it easy to slip the screens into place. These are exclusive features.

Our location enables us to give western trade especially good service. Direct or through most wholesalers.

F. D. KEES MFG. CO.
Beatrice, Nebr.
Makers of Skates and Hardware



Stage a "Ruff-Stuff" "Pow-Wow" for Carpenters in Your Store—and Break All Records on Sandpaper, Carpenters' Tools and Supplies

Let us help you stage a carpenters' "pow-wow" in your store, presided over by "Chief Ruff-Stuff" of WAUSAU sandpaper fame.

Our Book—Sandpaper Sales Tips—tells you how to get action on your sandpaper stock and make it a magnet to attract trade of carpenters, painters, tinkers and other users of sandpaper. Send for copies for yourself and salesmen—free.

We will send you with your order for Flint paper, handsome Chief Ruff-Stuff posters, catchy window cards by "Chief Ruff-Stuff" and other helps in staging this money-making event that will make your hardware store the headquarters for all the carpenters and woodworkers in town, and will sell no end of carpenters' tools and supplies.



Write for Particulars

WAUSAU ABRASIVES COMPANY
116 So. Clinton St., Chicago, Ill.

Represented by SPRAKE SALES CO., Inc.

Los Angeles.....216 Higgins Bldg.
San Francisco.....525 Market Street
Portland.....633 Railway Exchange Bldg.
Denver.....304 Charles Bldg.

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Plumbing and Heating

CESSATION IN BUYING USUALLY FOLLOWED BY BRISK DEMAND

Editor HARDWARE AND PLUMBING WORLD:

It seems to us that the immediate future is going to depend very largely upon the attitude of the merchants of this country.

As far as the metal business is concerned, it has undoubtedly been the attitude of manufacturers generally to recognize the popular clamor for reduction in prices, and practically every manufacturer in the country will endeavor to readjust his prices and have as low prices as possible.

It has been the policy of the jobbing houses to follow the markets closely and any declines made by the manufacturers will be immediately reflected in the price of the jobbers, and should be in the price of the retailer.

It does not appear to us that the declines in the metal lines are to be radical, and it is well for all concerned that such be not the case. We are going through a period somewhat similar to that after the signing of the Armistice, and it is to be assumed that the period of cessation of buying is usually followed by an extraordinary demand. This is a time to be conservative, but we do feel that the merchants generally should endeavor to keep up their assortment of goods, but buying in as small a quantity as will accomplish this without carrying an excess of stock. It is the time that optimism should come to the front, and if the mercantile world generally would adopt this plan, it would undoubtedly be carried on to the consumers, which, in this section of the country, with our increased population, the very urgent demand for building, and the fact that we have had, and the indications are that we will have this coming season exceptionally good crops, should bring forth a good year for 1921.

Yours truly,
HOLBROOK, MERRILL & STETSON,
H. Morris, Pres.

COLCOCK FURNACE AT SEATTLE

It is reported from Seattle that the Colcock pipeless furnace, devised by J. A. Colcock and manufactured by the Colcock Furnace & Mfg. Co., at 1147 Rainier Ave., has proved a distinct success in the Northwest and that the manufacturers have all that they can do in supplying the demands. Two years ago the Colcock Bros. erected their plant, which is now doing a sheet metal business and all manufacturing pertaining to that line of business.

Colcock is enthusiastic about his furnace. While sales moved slowly at first, soon had become a ready market when a few had been installed. Colcock states that many users say that the furnace relieves them of fifty per cent of their former fuel bill. With care, the furnace will last an indefinite length of time. They are guaranteed for five years.

"You must either get in or get out."

FURNACE ORDERS KEEP COMING

Editor HARDWARE WORLD:

We appreciate that there is quite an apparent difference of opinion as to what the building program for 1921 will be. We, however, are optimistic enough to believe that there is going to be a big demand for furnaces all of next year.

Our stock at the present time is completely exhausted and we have been as busy all year as we could hope to be, and are going to continue to build furnaces and try to build up a stock as soon as possible, so as to be prepared for what business may be coming to us shortly after the first of the year.

We believe that industry should be kept going and men employed as far as it is possible for employers to do so; and if merchants would follow our suggestion, they would place their orders early for such heaters as they may be wanting from time to time throughout the year, and the prices should be guaranteed against decline on any unfilled orders.

We do not care to have our name attached to this if you desire using it for publication.

Yours truly,
FURNACE MANUFACTURER.

LITTLE THINGS

He rang in a little sooner
Than the fellow in his shop;
And he stayed a little longer
When the whistle ordered "Stop."
He worked a little harder
And he talked a little less;
He seemed but little hurried,
And he showed but little stress.

For every little movement
His efficiency expressed,
Thus his envelope grew just
A little thicker than the rest.
He saved a little money
In a hundred little ways;
He banked a little extra
When he got a little raise.

A little "working model"
Took his little "leisure" time;
He wrought each little part of it
With patience most sublime.
Now it's a very little wonder
That he murmurs with a smile,
As he clips his little coupons:
"Are the little things worth while?"

It takes the grass widow to capture the "hayseed bachelor."

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CHEER UP—YOUR TROUBLES ARE BUBBLES

When things go wrong, just hum a song,
Or whistle some lively tune;
Put on a smile, that will last awhile—
Like a sunny day in June.

Trouble may come, and may hurt some,
But it soon will pass away;
And like a dream to you may seem,
With the dawn of another day.

All your troubles, like bursted bubbles,
Will vanish in thin air—
So just hum a song as you jog along,
And whistle yourself from care.

For the song you sing will surely bring
A peace beyond compare;
Dispel the gloom and leave only room
For joy and contentment there.

—"Parson" De Souchet.

AN EYE FOR BUSINESS

He wanted to learn French; the teacher told him it would be five dollars for the first month, and two dollars for the second.

He said, "Well, I guess I'll begin with the second month now."

A receipted bill is always considered a good certificate of honesty.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { **Valve Discs** / **Rod Packing** / **Sheet Packing** / **Union Gaskets** / **Gauge Glasses** }

Distributors of
Wm. Powell Valves and Specialties

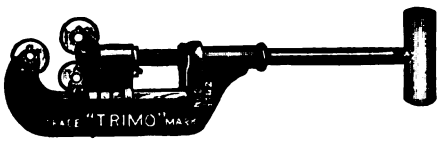
The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

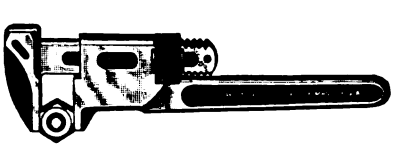
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

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HOW NOT TO DO THINGS

(By Harry G. Nye)

There are about a million orators running loose around the country telling us how to do things—how to advertise, how to sell, how to collect the money, how to be beautiful, how to get to heaven, how to do this and how to do that.

There are a couple of million more writing articles (I guess I'm one of them) telling people on the printed page how to do all things above and aforesaid mentioned, and a few more, like stopping bolshevism, and falling hair, and things similar.

I have been thinking that, if some of these three million would only hand us out a few "How Nots" it might help us some considerable. Looking back over my pallid past, I find that I have gotten into more trouble by not knowing how.

It seems to me that I have awakened more mornings after I had fallen down on some kind of a deal with the conviction that I had found out how not to do something than I ever did exulting over the fact that I had found out the way how to.

I suppose where a man thinks of that first and most is in the making of a sale or the closing of a contract. When he loses out, he always wonders if there was something he said or did that jimmied the job. It isn't nearly as often that he feels that he failed to do the right thing at the right time as it is that he is convinced that he did some wrong thing at the psychological moment.

I think one of the worst "How Nots" that I ever saw a salesman make on a floor, and the commonest, was to have a sale about made, and then lose it trying to sell something else. I have had occasion to see fellows selling everything from new plumbing up to whole houses, and more than once I have seen this "How Not" pulled by mis-directed enthusiasm.

In a store I have seen a woman sold on some article, with sold written all over her. And then I have seen a clerk lead her over and show her another type of the same article, or a similar type of another article, and get her to vacillating between the two, until she went out without buying either.

There are certain reasons why certain people like certain things—whether it is a porcelain tub or a necktie. There are certain things that make a hit with certain people right away—and when you get an article and a person together that are soul-mates, for heaven's sake leave them alone. You may think something else is nicer, but leave them alone. Provided what they want will give service, provided that she isn't buying a kitchen sink for a baby's crib, let her have what she wants.

Of course, when someone wants to look around your shop, it is up to you to help her or him (it is generally her—a him grabs off the first thing he sees) to do so. But when one is satisfied with what is in sight, that is no time to start any looking-around expedition.

For, after she is sold, if you put the looking-around idea into her head, she will begin to wonder if it wouldn't be wise to look around the other shops. I am talking now about the articles that are bought on the floor of the ordinary shop or store.

But it applies just about the same to contract work. I have known people who were satisfied with the price, who maybe thought it was high, but who were all ready to pay it, who have wandered out looking for more figures because the man in the shop gave them more figures than they asked for. Figure anything they ask you to figure, but don't do too much volunteer figuring.

There is this about figuring—figuring never helped a seller yet. The more you figure, the less you make. Figuring never raised a figure in the world, but it has turned many a tidy profit into a nifty little loss. A lead pencil isn't all you use up when you figure. The more the other fellow can make you figure, the less he figures he will have to pay.

The best figurer in the world is the fellow who doesn't have to do so much figuring in full view of the audience—who has his figures pretty well in his head, and a certainty and a finality that makes him believe and know that that is the right figure, and all the figuring in the world won't change it.

These are the two "How Nots" that I speak of now because I happen to think of them now, but there are plenty of others. There is a lot of salesmanship in it; and there is a lot of figuring that cuts too much figure—and cuts too many figures. I have never known a fellow to figure a thing three times and have it come out best for him the third time.

No, Sir, let the customer who is sold stay sold, and don't figure any more than you are asked to figure. I think if you will avoid these two "How Nots" you will have more time left to use some of the "How Tos" that they are handing us these days. How not to is just as important as how to.

NATURALLY SO

The sweet young thing was being shown through the locomotive works.

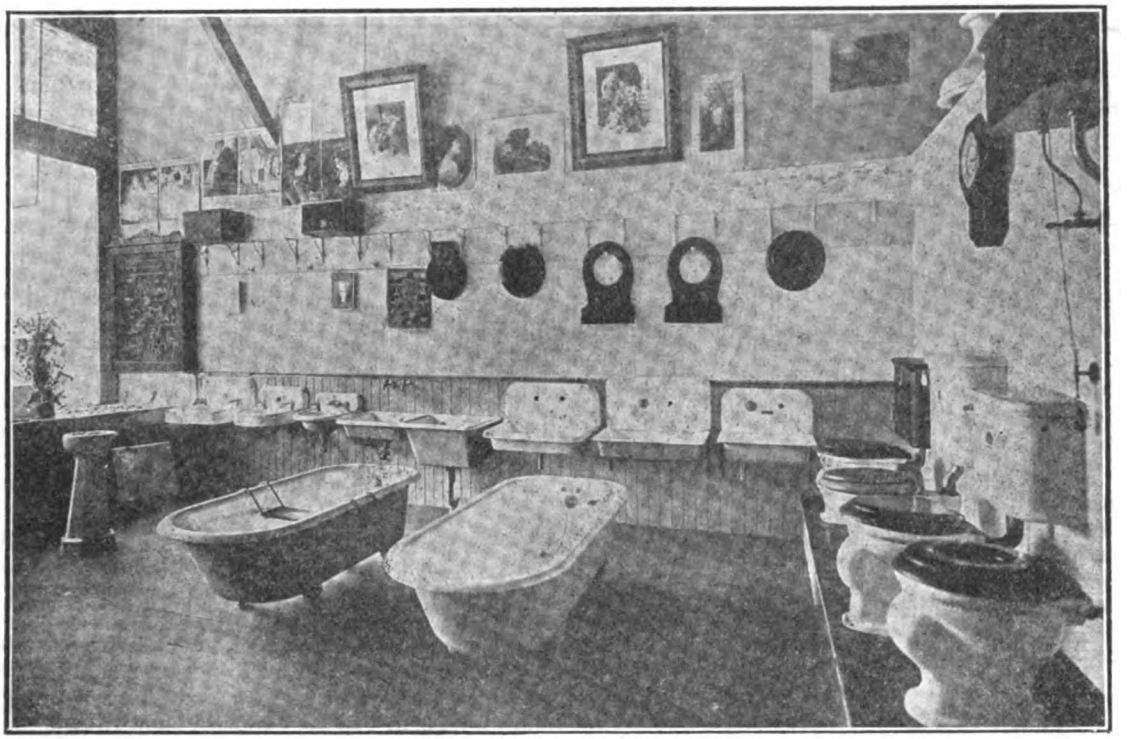
"What is that thing?" she asked, pointing with a dainty parasol.

"That," answered the guide, "is an engine boiler."

She was an up-to-date young lady and at once became interested. "And why do they boil engines?" she inquired again.

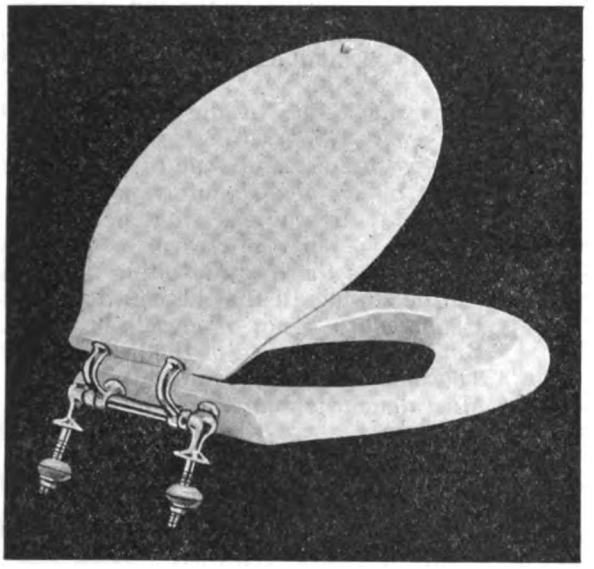
"To make the engine tender," politely replied the resourceful guide.

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Here is a neat arrangement and suggestion that any plumber can adopt with little trouble. It does not require large or expensive stock, and surely it is far more inviting than the average plumbing shop. The two tubs, lavatories, sinks, toilets, laundry trays are arranged in such a manner as to present an inviting appearance. The "pictures" on the wall likewise add to the attractiveness.

Church Seats



No. 50C
With Non-Soil Hinge
No Metal on Under Side of Seat or Cover

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

Write for Latest Catalog

C. F. Church Mfg. Co.
Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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Are You Using the "Go-Getter" or the "Sit-Stiller" Methods in Your Business?

The time for the "sit stiller" is past, and the plumber who is content to sit still and take whatever business comes to him is a back number.

True no man ever made a success, even in good times, in following such methods, but even if he made a living if he still continues the same plan, eking out a bare existence is no longer business.

There are so many opportunities for a plumber if he will but make use of them, that it seems hardly necessary to mention them, and yet there are people who don't act unless they are told, people who are apparently willing enough, and yet the thought of making a move without being to'd never seems to have dawned on them. They lack initiative.

To be sure they may not be so much to blame, for independence of thought and action was not taught them in their youth.

Worth is not based upon what a man can do with his hands or feet, but what he can originate and develop through his own mind.

The world is full of people who think it owes them a living, and while they may eke out a bare existence, they will never be able to accumulate anything, much less live comfortably, unless they change their methods.

How Many House Owners Have You Called Upon?

Do you know the conditions in plumbing equipment among the people of your community, know within the radius of the block around you? Business is often to be had for the asking.

The chances are that you could develop enough business to keep you and several men busy if you made a house to house canvass. Inspect their plumbing, offer suggestions as to changes that could be made or new fixtures that could be installed.

There is a good sanitary, healthy reason why you should take an interest in the welfare of your community, and in your neighbors and friends. Often contagious diseases originate from unsanitary plumbing.

Often too, people would be glad to have you suggest new, more convenient fixtures.

The average plumbing shop isn't usually an inviting place to visit. For this the plumber himself is to blame. If you will study the psychology of men and women you will find they like to trade at the best, neatest appearing grocery store, drug store, drygoods and clothing store. The same rule holds true in the plumbing shop.

In your campaign, in case you don't maintain a display room with fixtures installed, the thing to do in visiting prospects is to take a catalog with you or circulars describing the fixtures you think would be desired.

People like to look through attractive, well gotten up catalogs, and surely there is no line of merchandise that is more attractive than that shown in the manufacturers' or jobbers' catalog.

These are the times when you can develop new business by following such a method. Other methods will suggest themselves through a series of weekly or monthly letters.

The manufacturer or jobber from whom you purchase would be glad to prepare such a letter for you and cooperate in providing the necessary literature to be sent.

Such a campaign will repay you a hundred fold, and you would have the satisfaction of knowing that you are not only rendering a service to your community and your customers, but that you are likewise providing work for yourself and your employes.

ARE YOU THE ONE ?

Who rises quickly to the top
Is he who gives what can't be bought—
Intelligent and careful thought.

Promotion comes to him who tries
Not solely for a selfish prize,
But day by day and year by year
Holds his employer's interests dear,
Who measures not by what he earns
The sum of labor he returns;
Nor counts his day of toiling through
Till he's done all that he can do.
His strength is not of muscle bred,
But of the heart and of the head.
The man who would the top attain
Must demonstrate he has a brain.

—Edgar A. Guest.

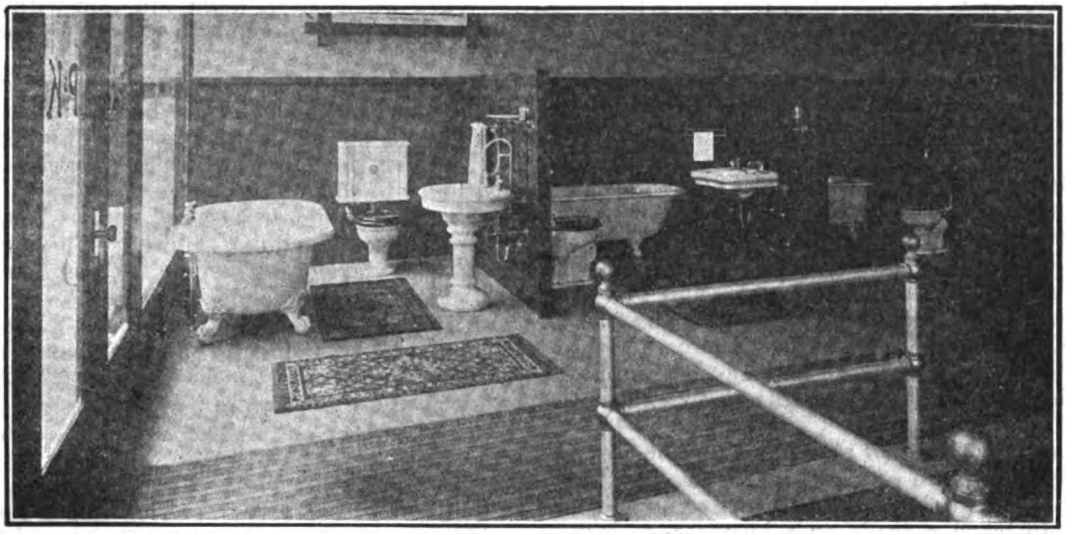
ONE ON HAMP

A negro was trying to saddle a mule, when Hamp Williams asked, "Does that mule ever kick you?"

"No, suh, but he kicks sometimes whar I'se jes' been."

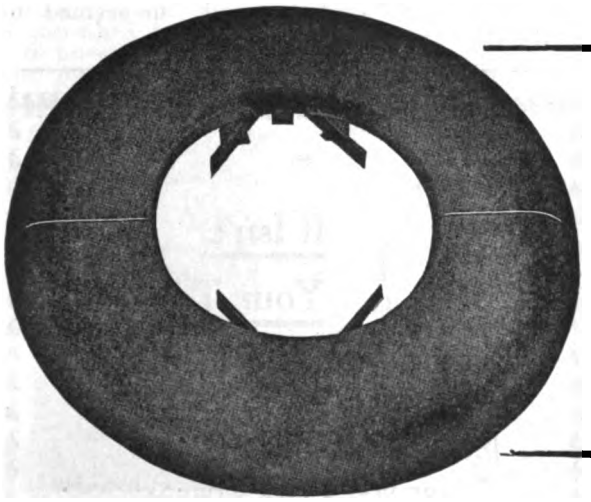
F. L. Parks, proprietor of the Torrance (California) Plumbing Shop has added a sheet metal department, with a competent workman in charge.

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Here is another suggestion that plumbers, who have the room, and know the psychological advantages of proper display, will find well worth while. It has an air of exclusiveness that is sure to appeal to everyone.

In your campaign for new business, in your weekly or monthly letters which you are sending out to prospective customers, to be able to show them such an arrangement is sure to make a favorable impression. The arrangement of the lavatory, bath and toilet, with the addition of rugs, is sure to create a favorable impression. If you also have the room to show less expensive fixtures, you will find it greatly to your advantage.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.

NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg.; Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS



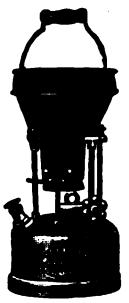
No. 208 Torch
List Price
Each $16.00
Ask for
Discount

Produces Two to Three Hundred Degrees More Heat

and saves Time and Fuel. That is what this Torch does. Burns **Kerosene or Gasoline. The Double Blunt Point Needles add many years to the life of this Torch.** Insist upon having it. Jobbers sell at factory price. Booklet free.

CLAYTON & LAMBERT

10611 Knodell Ave., Detroit, Mich., U. S. A.



Patented
No. 12 Furnace

You Should

have on file our No. 35 catalog, illustrating and describing the "Always Reliable" line of torches, furnaces, braziers, repairs for those articles, solder pots and melting ladles. If you do not have one, please write us at once.

When you again order any of the above goods you should specify the "Always Reliable" so as to ensure perfect satisfaction. Our line is handled by most dealers and jobbers. If your dealer or jobber does not stock this make, please mail us their names and we shall try to have them do so.

Established 1876

OTTO BERNZ CO., Newark, N. J.

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YOU ARE IN DANGER IF YOU ARE SATISFIED

A self satisfied young man or woman, who is content to drift along with the tide, to "take things as they come," to do the thing that is easiest, or which requires the least exertion, is sure to develop into the same kind of an old man or woman, or worse still, perhaps become a care on the community.

If you could talk with the average man or woman, who has reached old age, and perhaps is found as a beggar on the street, or an inmate of some charitable institution, perhaps it would inspire you to better things. Do you suppose that in their youth they anticipated such an end?

Doubtless they had as much ambition as you possess, that is, to hear them talk about it, but as for being actually putting forth any special effort to learn a trade or a business, to learn something more than the average small talk and gossip, they thought there was plenty of time.

On the other hand there are the men who have risen in the world, who have amounted to something, whose name is a household word, who have rendered a service to their community. They were the men who were not satisfied with their early surroundings and environment. They were men who were willing to deny themselves perhaps some of the countless pleasures which nine out of ten people indulge in, and that the mere act of denying themselves was helping them to form a habit that was a vital part of their stock in trade.

If Thomas A. Edison had been satisfied to continue as a telegraph operator at $30, $40 or $50 per month, possibly hoping to reach $75 in middle age, he would not have accomplished what he has today. But he wanted to know the reason why; he wanted to know the mechanism of the telegraph—he wasn't satisfied to send one message over one wire.

So he began to study and plan to make one wire carry more than one message. He was not content to be the ordinary, average telegraph clerk.

Abraham Lincoln certainly had far less opportunity than any young man today. He obtained his education by borrowing books, traveling miles through the wintry weather so he might obtain an education. The education that he then had was probably sufficient to enable him to continue splitting rails, yet he wasn't satisfied to take things as they came.

Unless you are dissatisfied with yourself, with what you are doing, with what you know, with the work in which you are engaged, unless you aspire to something higher, then you will never accomplish it.

There is opportunity in almost every job for the man who will develop it, along with developing his own ability.

When we speak of dissatisfaction with your job, we don't mean simply because you have to work. If you have such dissatisfaction, if you feel you are penalized by having to do something, then you are a failure before you begin. You should be on the lookout for opportunity in your own work, and utilize and develop your position into something better.

The thing to be dissatisfied with is yourself, with what you are doing, and develop your job along with developing yourself. You can dignify even the most menial position.

All the discoveries haven't been made; all the improvements and inventions haven't come to pass. There are still as many opportunities today as there ever were.

THE HUSBAND'S OFFENSE

A divorce case was in session and a former maid of the family had been called as witness.

"You will admit you overheard a great many quarrels between the defendant and his wife?" asked the Judge.

"Yis, sor, I do."

"Tell the Court, if you can," said the Judge, "what he seemed to be doing during these quarrels."

"Shure, sor," said the maid, "he seemed to be doin' th' listening."



It Isn't Your Town— It's YOU!

ARE YOU A LIVE WORKING

CITIZEN?

OR

JUST AN ORDINARY COMMON OR GARDEN VARIETY OF

SITIZEN?

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"THE VOICE OF THE OPPRESSED"

Dear Editor.—Please listen to the voice of the oppressed! Please give an unimportant man space in your important paper—a paper which always deals (as papers should, I suppose) with important things.

Sir, I am a manufacturer. I have a hundred thousand dollars invested in my factory. Theoretically, I am the Backbone of the Nation; that essential, that respectable middle-class person about whom you have heard many pleasant speeches during political campaigns and in the meetings of chambers of commerce. In theory, I am alright. Actually, I am the football of the politician, the capitalist, the labor union.

I do not fit in anywhere. Although there is a multitude of me, I am not organized. The capitalist calls me small fry, and the laborer looks upon me as a capitalist. The politician doesn't consider me big enough to bother about. Only the colleges and the churches treat me courteously. The sons and daughters of all of me go to colleges, and many of me and my wives go to churches and support the churches financially.

If things do not change soon, even the colleges and the churches will hate me, for I shall be stone-broke. My plant is running on half-time and less. I cannot sell my product; but my men want more money. The banks will not let me have more money; so what am I to do?

It started this way: In 1914, when the capitalists got those war contracts from the Allied Governments, they needed men and women to make munitions and war supplies. They got those contracts at extortionate rates, and could afford to pay big prices for labor. They did. They lured my men away from my plant, and my servant from my home. To continue to manufacture, I had to increase wages and increase prices. But because I was not making war supplies I could not raise prices to match the raise in wages. My wife tried going without a maid for some months, and then got sick. We had no business to have a large family, I guess. After my wife got sick I hired a maid. With smaller profits from my business, with larger expenses in my home, I spent almost everything I had saved.

Then, a few months ago, came the "buyers' strike." The public struck against high prices. They refused to buy anything at high prices. They called me a profiteer. I had to reduce prices and I tried to reduce wages. The capitalist went to my bank and saw to it that I did not reduce prices too quickly. The union man came to me and told me that I could not reduce wages at all. So there I was. I did not reduce prices much, although I wanted to liquidate my assets. So I was proved to be a profiteer by the public and an enemy of labor by the union man. I lived along by spending more of my savings. I had to, because I wasn't moving my stock.

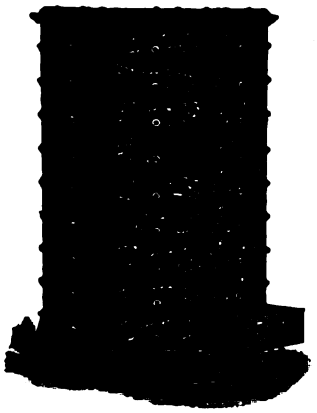
Then the capitalists and the banks had a change of heart and told me that I had to reduce prices, and reduce them quickly. I had to liquidate my assets. But when I tried to do so, I could not move stock fast enough, and the prices I could sell things for, cut into my savings just a little more.

I again tried to reduce wages, but I had a strike on my hands instead. So here I am. I am that Backbone of the Nation, that middle-class man, that respectable, college-bred man, upon when the nation's future depends. But I cannot live long unless things change. Will you take pity on me? I am still a regular subscriber, but cannot promise to remain one very long, unless you do something soon.

Boston. H. P. D.

T. M. Starr has opened a new plumbing shop at Klamath Falls, Oregon.

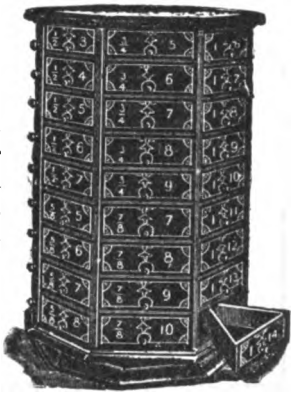
W. E. Gilmour is proprietor of a new plumbing and heating business at Monrovia, California.

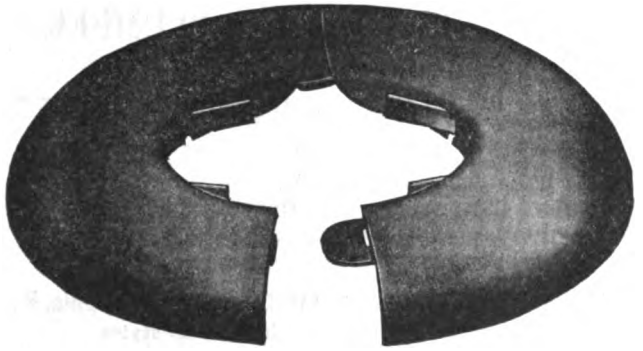


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PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

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Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

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LET US EXPECT A PINCH

Frank A. Vanderlip is quoted as saying:

The sooner this nation realizes that it cannot enjoy as great prosperity in the next six years as in the past, and gets back to the hard facts of economic life and to a sounder business morality, the better it will be.

Artificial conditions, the outgrowth of the war, which have been making our national life so extravagant, must be curtailed.

Everyone seems agreed that such a move should be made—but he is waiting for the other fellow to make it. Cutting down the high cost of living is all very well, the average person agrees, excepting when such cutting interferes with his own profits.

Not only in our business life but in our private affairs, I believe we should all strive to be more frugal.

Business in this country is largely dependent upon crops. Bumper crops tend to protect the United States from industrial depression in the home market.

Our foreign trade is gradually declining as figures issued monthly show, with the exception of a few American industries with their own distributing organizations abroad—such as the Singer Sewing Machine Company, the Standard Oil Company and the McCormick Harvesting Machine Company—we are amateurs compared with England at foreign trade.

There have been too many American business men who have failed in their own line who think they can become successful exporters with no study of the market they are trying to serve abroad, without catering to the individual or peculiar wants of the foreign buyer and without keeping themselves adequately informed as to world trade conditions. They are interested chiefly in the "first shipment"—which often proves the last under such circumstances.

Consequently such exporters are doing our foreign trade incalculable harm, for buyers will not put up with such dealings longer than necessary. They will buy elsewhere. Another thing we cannot continue selling abroad in the present volume unless we begin to take goods in exchange. Knocking holes in our tariff will not be necessary. Persons interested in developing our foreign trade might do well to consider the policy of British manufacturers.

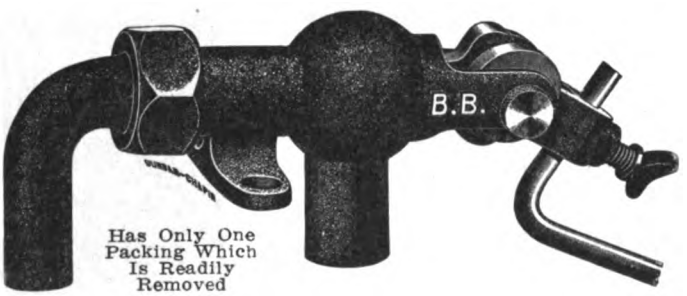
ONLY SHORT

The Detective—"Give me a description of your missing cashier. How tall was he?"

The Boss—"I don't know how tall he is. What worries me is that he was $3,000 short."

Ten minutes of self control under provocation will count for more than several days of pleasant conference.

YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**

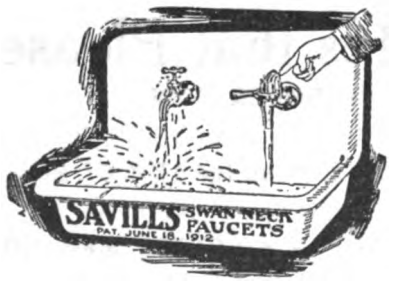


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



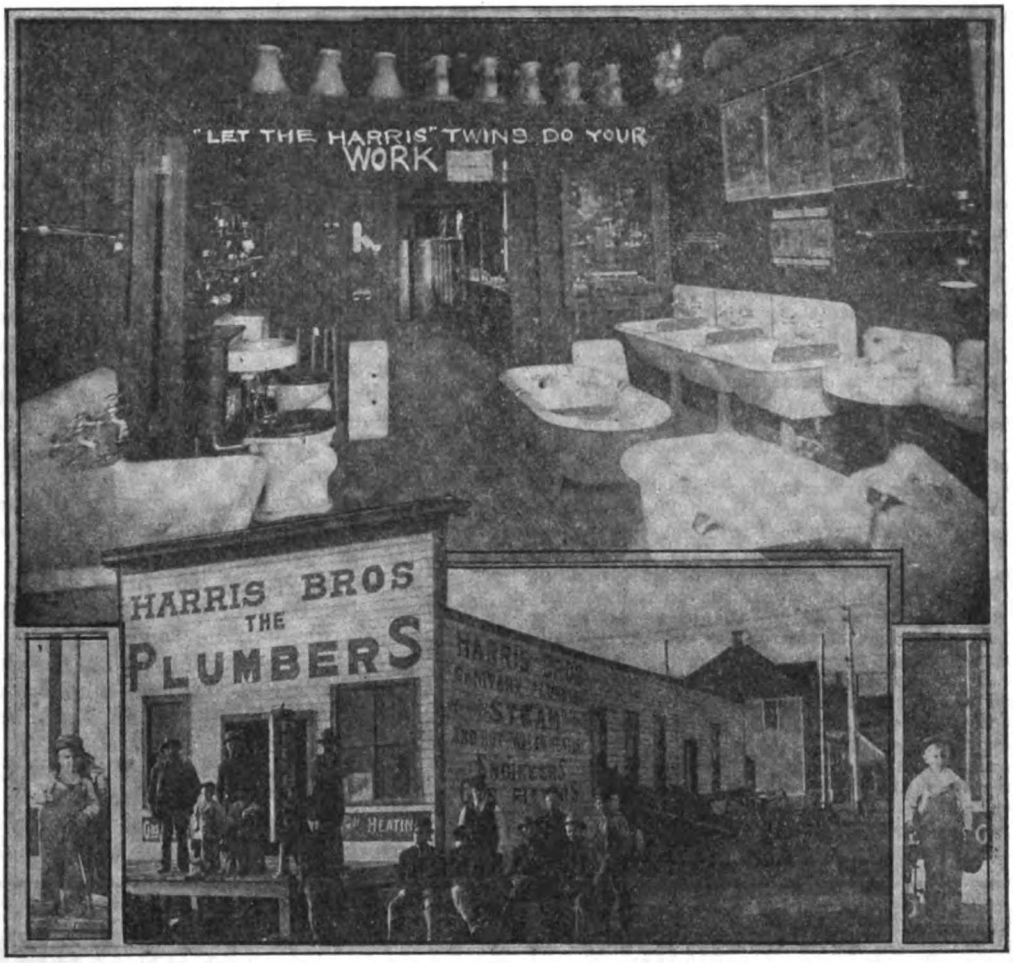
Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.

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Paraphrasing the motto made famous by the Gold Dust Twins, the Harris Twins have capitalized this saying to good advantage and have incorporated the same slogan, "Let the Harris Twins do your work," on their letterheads and billheads.

They report a very successful and prosperous year and as yet see no signs of hard times or slowing up of work in their community. Every indication is for a busy season. They don't permit of any slackening up of work. They keep a line on just what is needed in their community and are able to offer constructive suggestions.

If you don't agree with your customers' ideas about values, it's perfectly proper to say so—but it will pay you well to give them the impression you still have respect for their intelligence and sincerity.

A nation that goes wrong soon has the whole world lined up against it. Just as truly can you have the whole world lined up on your side, if you are only true to the best that is in you.

WOLVERINE BRASS WORKS, INC.

MANUFACTURERS OF

HIGH GRADE

PLUMBING SPECIALTIES

Sold to Plumbers Only

210-216 Natoma Street - - - - - San Francisco, California

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A PARTNERSHIP MIX-UP THAT IS A MIX-UP

(Copyright by Elton J. Buckley)

You readers who are thinking of taking a partner, or who have a congenial—or an uncongenial—partner now, or who long since relinquished the idea of taking a partner because of its uncertainties, will all alike be interested in the following, which comes from Ohio:

Our partnership is in bad condition and the business is going down hill because the partners are not able to get along well together, and we are in such a state that we are asking advice from everybody in the hope that somebody may suggest a course which will pull us out of our difficulties without the business being completely destroyed. Have seen and liked several of your articles and therefore will ask you if you can suggest any relief.

The partners are brothers-in-law, and ought never to have gone into partnership together. They are aided by a domestic situation which I will not touch upon, but they have reached a point where they do not speak to each other, and where one takes delight in doing things merely because they anger his partner. Early in the partnership it was decided that one should have charge of all the books. Later he got them frightfully mixed up and when his partner remonstrated he said "You do it yourself then," and refused to have any more to do with it. The other partner is not a bookkeeper and as neither will allow the other to hire a bookkeeper, the books are in very bad condition. The buying is also in bad condition, no inventory has been taken for a long time, the two partners go their own way in what they do in the store, all advertising has been stopped, as they cannot confer about it, and the whole situation is about as bad as it can be. You can see that it cannot go on. The result will be that the business will go down. It has fallen behind for six months, as it has strong competition from two firms here. What had better be done? Neither party will buy the other out.

E. R. G. & CO.,
E. R. G.

The first thing I always feel like doing in these cases, for I have seen many of them, is to knock together the heads of the partners who are so stubbornly and short sightedly standing in their own light. Mostly, however, when partnership disputes have reached such a point as this one in Ohio, there is nothing to do but rid the partners of each other. Any attempt at conciliation is useless, and the only thing to do if the business is to be saved, is to get them apart as soon as possible, and get the business into other hands.

Before suggesting a remedy, let me say a word about what I judge some of the original mistakes of this partnership to have been:

1. Apparently, each one has a half interest, hence the deadlock in everything. Sometimes partnerships have to be formed this way, because each man is contributing half of the partnership capital. But the man who is taking a partner into an already established business, ought never, if he can avoid it, to sell a full half. Somebody ought to control the business without the possibility of a deadlock.

2. I judge that the partnership agreement here contains no provision as to what shall be

SCAIFE "Copper-Brazed"
TANKS
For Air, Gas and Liquids



Pneumatic and Storage Tanks
Range Boilers, Riveted or Welded

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WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

Garden Hose Valves
OF
Recognized Quality
Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

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done in case such a situation arises as is pictured above. Here the partners are, hating and not speaking to each other, feeding their hostility instead of caring for the business, letting the thing get further and further away from them, and probably both puzzled what to do. I don't know whether they have counsel; they should have, the very wisest counsel they can get, if the business is to be saved.

What should have gone into the partnership agreement? A provision that if a dispute arose which the partners themselves could not settle, the matter should be referred to a little board of arbitration, three members, one named by each, the third by the two together.

Arbitration like this, each party, in consideration of a like promise by the other, binding himself to abide by the arbitrators' award, is coming more and more into use in the settling of business disputes. It gets rid of the trouble, expense and waste of time which always comes when you go to law, and it gives speedy relief and often saves the business from destruction.

But it cannot be used in this case now, except by both partners' consent.

What ought partners to do when they get into such a snarl as this? There are three general courses open. The first and easiest is for one to sell out to the other. The above correspondent says that can't be done; I should think it could if these men would put their cases in the hands of competent attorneys. Selling or buying is always the thing to do when partners cannot get along. They must, however, sell to each other if at all, as a partnership interest cannot be sold to an outsider without the other partner's consent.

Second—They can go into court and ask that a receiver be appointed, on the ground that dissentions have arisen which endanger the business. Any court would appoint a receiver on the above facts.

Third—They can make an application to the court for the dissolution of the partnership, on practically the same ground, viz.: That the partners were misbehaving, that disputes had arisen which could not be settled, and that the business was running rapidly down hill.

This case look like court, and the quicker the better.

STOPYERKICKIN

A mule there was and he kicked a kick
Even as mules will do,
His kick was strong and 'twas hard and quick,
But he never accomplished a worthy trick,
For he kicked at the moon and it made him sick,
A lesson for me and you.

The F. B. Hunt Furniture Co. has purchased the Escondido (California) Hardware Company's hardware department. H. W. Beers will handle plumbing and irrigating supplies from now on.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.



No. 208 Torch. List Price Each $16.00
Ask for Discount

Here Is a Wonderful Kerosene or Gasoline Torch

In its construction we use all of our latest improvements. This Torch is like a pudding—one must open it to see the many fine things on the inside which go to make for Strength, Durability and Service. See the **Double Needle Burner.** The upper cleans. The lower controls. Neither needle is tapered or sharp pointed and neither can injure the burner. Over sixty per cent of Torch troubles are caused by sharp pointed needles. These Burners will produce **two to three hundred degrees hotter fire** than other makes. Get our booklet. Jobbers supply at factory price.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., - Detroit, Mich., U. S. A.

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BONEHEAD BILL

(By Rufus T. Strohm)

Our engineer, Bill Jones, last week was surely up against it; a steam pipe sprung a nasty leak—two walls were right forninst it. And when he got the stop valve shut and made a brief inspection, he found that he would have to cut another threaded section.

But when he set to work with vim in that restricted quarter, he found the job cut out for him a regular ripsnorter. The threading dies were hard to set, as he was quick in learning, and then there wasn't room to get good leverage for turning.

He strained till from his overalls he busted all the buckles, and slipped and hit the plastered walls and skinned his tender knuckles. He tugged and grunted, sweat and swore, for nigh to half an hour, until he hadn't any more of patience or of power.

He took a little rest at length, his shirt and jacket shedding, and when he had regained his strength, resumed his job of threading; and so he hauled and sawed and jerked till evening shades descended, and all the next forenoon he worked, before the task was ended.

But when at last he'd turned the trick and screwed the thing together, the steam leaked through in clouds as thick as London's foggy weather. Then Bill just clean forgot the rules of morals and religion, and cussed and damned those threading tools in Russian, Dutch and pidgin.

But though he wildly roared and raved and bent his conscience double, if he'd been wise he might have saved himself a peck of trouble. For what had caused that faulty joint should stir no one to wonder; because—and here's the vital point—those dies were dull as thunder!

The moral of this tale is plain to those who toil and tussle: A little exercise of brain will save a lot of muscle!

A few real ideas in advertising will win over dictionary words at 75c per inch.

TURNER New Gasoline - Kerosene Torches



The Burners are all constructed alike, containing all the patent features, however different in size according to price. The baffle in the burner will generate the low grade gasoline or kerosene without adjustment. The adjusting needle eliminates enlarging of orifices that make all burners useless. The flared tube will siphon the correct amount of air regardless of adjustment or size of flame. The patent pump involves the parachute principle. Leather is free and will not wear. Drip cup made of sheet steel stamped, copper plated. Burner generates easily and produces more heat on less fuel than our old line. Our Triple Jet takes the place of our well known Double Jet, involving all the new patent features. A trial order will convince you. If not satisfactory, money refunded. All parts interchangeable. Jobbers will carry repairs—not necessary to be without torch—fix it yourself. With ordinary use a torch will last a life time.

THE TURNER BRASS WORKS - Sycamore, Illinois, U. S. A.



Nye the Die Man

A Fizz or a Fizzle

A fellow tried to mix me a fizz the other night—but it was a fizzle.

He had left out the most important part—and you know what the most important part is.

There are lots of dies that are a fizzle, because they are not

NYE DIES

They are all there, except the **most important part.**

There is something important left out—like the patented skip tooth feature, for instance.

And other dies, too, are often made of the best tool steel—for the money.

NYE DIES

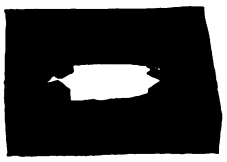
are made of the best tool steel—for **any** money.

Best in material, best in design, best in operation—best in the world!

Nye Dies cut quicker, smoother, easier than any other.

They speed up pipe-threading—and that speeds up the whole shop.

HARRY G. NYE.



Nye Solid Die

The Nye Tool & Machine Works

108-128 No. Jefferson St.

Chicago, Ill.

Have you seen our cat?



Nye Armstrong Die

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Business Opportunities

FOR SALE

A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to-date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.

In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.

Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.

FOR SALE

Hardware, Furniture and Implement business in one of the best irrigated sections of the Sacramento valley. Stock will invoice between $35,000 and $40,000. A good business with a big future. Sales for the first six months of 1920, $50,000. Buildings for sale or lease. Address C. & H., care HARDWARE WORLD.

POSITION WANTED

Wholesale salesman with considerable sales experience, well acquainted with architects and contractors of San Francisco Bay district, desires connection with wholesale hardware or specialty house. Address F. M. M., care HARDWARE WORLD.

YOUNG MAN FOR COLORADO

Will sell quarter interest in an active retail business in Colorado to young man who wishes to locate and be active in the trade. Might take charge of bookkeeping department or any other that he wishes. Sales will reach $75,000 this year. Box 25, care HARDWARE WORLD.

FOR SALE

At a bargain—1 No. 51 Round Oak Base Burner; 1 No. 172 Columbian Art Base Burner. A-1 condition. Address Roanoke Hdwe. Co., Roanoke, Ill.

FOR SALE

Completely equipped tin shop in live central Washington town. Fine location and good business possibilities. $400.00 will handle this deal, balance as you make it. A chance for a live man. Address W. W. H., care HARDWARE WORLD.

TRADE RHYMES $1.00

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

SITUATION WANTED

Married man now holding good position has excellent reasons for making change. Can figure discounts, costs and overheads. Is a first class salesman and stock-keeper and good on system. Have held position as assistant to manager of a $90,000 hardware stock and know the paint game at all angles. Wishes to connect with a live wire hardware or paint concern. Address S. P. V., care HARDWARE WORLD.

FOR SALE

Hardware business in the Walla Walla Valley for sale—no competition. New stock and new brick building with ten year lease. Building 70x80, with dandy basement. Stock and fixtures approximately $50,000; sales this year, $165,000. Principal lines carried: Hardware, Farm Implements, Auto Accessories, Harness, Furniture. Write H. S. Fender & Son, Prescott, Washington.

SYSTEMATIZE YOUR STOCK BINS

Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.

I CAN GIVE YOU GOOD REPRESENTATION

On the Pacific Coast if you manufacture household appliances or utilities. If you want to increase your sales and extend your trade through live representatives—write me. Address A. G., care HARDWARE WORLD.

FOR SALE

A complete line of hardware, building material, plumbing goods, lumber, etc. The same will invoice about $25,000. Located in a thriving and growing community of about 10,000 people and doing a business of about $80,000 per year. Located fifty miles from railroad—therefore able to make good profits. Reason for selling is, owner wishes to retire from business. Terms: one half down, balance on time to suit purchaser. Address L. A. H. Co., care HARDWARE WORLD.

WANTED

A good clean stock of Hardware or General Merchandise, in exchange for a $31,000 first mortgage on a well improved 400 acre irrigated ranch. Address Shoshone Hardware Co., Shoshone, Idaho.

WANTED

Warm Air Furnace salesman for local territory, who is capable of handling sales, planning and supervising the installations. Sales average about one hundred furnaces a year. Address H. J. M., care HARDWARE WORLD.

CHINESE HOSPITALITY

A well known automobile salesman of San Francisco became sick and for two days he was forced to stay abed. Naturally he had to eat, and the doctor told him just what Yip, the veteran club cook, could prepare for him.

The doctor wrote it down for Fuller just as he should have it. It was all soft food, easily digested, and eliminated, as doctors always do, everything the patient wanted.

"First you may have some clear soup for your dinner," said the doctor and he put it down thus:

1. Clear soup.
2. Celery root salad.
3. Oyster stew.
4. Green tea.
5. Rice pudding.

That sounded fair to Fuller, so he called a waiter. Up came Yip, all smiles and good nature, to see what the sick man would have.

Fuller started to tell the Chinese boy just what the doctor ordered and then passed him the menu the physician had made up.

Half an hour later Yip, smiling from ear to ear, struggled up the stairs and lugged into Fuller's room five rice puddings, four pots of green tea, three oyster stews, two celery root salads and one cup of clear soup.

PATERNAL WISDOM

The pert elevator boy in the big hotel was airing his views to a passenger on the proper conduct of children.

"What do you know about it?" laughed the passenger, "You're not married, are you?"

"Well, no," replied the boy, as he flung open the gate on the top floor for his passenger to step out, "but I brought a good many families up in my time."

"When everything goes wrong it's a sign that you need to overhaul yourself."

FURNACES
PIPE AND PIPELESS
STOVES, RANGES, SUPPLIES
C. L. FEATHERSTONE FURNACE CO.
WHOLESALE AND RETAIL
Maxwell 1118
813 N. Monroe SPOKANE

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TWELVE THINGS TO REMEMBER

The value of time.
The success of perseverance
The pleasure of working.
The dignity of simplicity.
The worth of character.
The power of kindness.
The influence of example.
The obligation of duty.
The wisdom of economy.
The virtue of patience.
The improvement of talent.
The joy of originating.

SURE ENOUGH

A Memphis hardware clerk overheard this conversation:

Rastus Billings looked over his paper at Washington Jones and remarked: "Niggeh, it says heah dat in Sumatra a man kin buy a wife fo' foah dollars."

"Foah dollars!" gasped Washington Jones, whose wife took in washing. "Ef a niggeh's got foah dollars he doan need no wife."

NEW YORK
CHICAGO
PHILADELPHIA
DETROIT
CLEVELAND
BOSTON
SAINT LOUIS
BALTIMORE
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HASKINS & SELLS
CERTIFIED PUBLIC ACCOUNTANTS
(NEW YORK)
CABLE ADDRESS "HASKSELLS"
PITTOCK BLOCK
PORTLAND

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WE ANNOUNCE THE OPENING OF AN OFFICE IN THE PITTOCK BLOCK, PORTLAND, OREGON, AND THE APPOINTMENT OF MR. R. J. LEO, C. P. A. (OREGON) AS MANAGER.

HASKINS & SELLS.

JANUARY 10, 1921.

Coast Made for Coast Trade



Guaranteed for 20 years

Better Service
Quicker Deliveries
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These are the advantages our Oakland Factory offers the Coast Trade

"LIFETIME"
Aluminum Cooking Utensils

Outwear Any Ware Anywhere
(Manganese Hardened)

LIFETIME WARE
PURE ALUMINUM

ALUMINUM PRODUCTS COMPANY
Of the Pacific Coast

Write Dept. A for Catalog

OAKLAND CALIFORNIA

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Blank Rim Fire	Box. Less Smk	Semi-Smkls Smkls
22 Short	$. 20	$ ...	
32 Short	.40	...	
Blank Center Fire—			
32 S & W	.75	...	
38 S & W	.90	...	
38 Long Colt	1.35	...	
44 W C F	1.65	...	
Shot Rim Fire—			
22 Long	.65	.70	
32 Long	1.20	...	
Shot Center Fire—			
32 S & W	1.10	...	
32 W C F	1.45	...	
38 S & W	1.30	...	
38 W C F	1.65	...	
44 W C F	1.65	1.90	
44 X. L	1.85	2.05	
44 Game Getter	1.65	1.90	
Rim Fire, Ball—			
BB Caps	...	.40	
CB Caps	...	.50	
22 Short	.30	.35	
22 Short H P	.35	.40	
22 Long	.40	.45	
22 Long H P	.45	.55	
22 Loug Rifle	.45	.50	
22 Long Rifle, H. P.	.50	.55	
22 W R F	.60	.65	
22 W R F, H P	.65	.70	
22 Win Auto	...	.65	
22 Win Auto, H P	...	.70	
25 Short Stevens	.70	...	
25 Stevens	.95	...	
32 Short	.75	...	
32 Long	.85	...	
38 Short	1.10	...	
38 Long	1.40	...	
41 Short	1.20	...	
Center Fire Pistol—			
22 Win. SS	1.50	1.75	
25 Colts Auto	...	1.60	
25-20 Single Shot	1.75	2.05	
25-20 Win	1.55	1.80	
25-20 Win HV	...	2.00	
7.63 MM-Mauser	...	2.40	
7.65 MM-Mauser	...	2.40	
9 MM-Luger	...	2.60	
32 Colts Auto	...	1.75	
32 Colts Short	1.10	1.20	
32 Colts Long	1.25	1.35	
32 Colts Police Positive.	1.25	1.35	
32 S & W	1.10	1.20	
32 S & W Long	1.25	1.35	
32-20 Marlin	1.55	1.90	
32 Winchester	1.65	1.90	
32-20 Win HV	...	2.00	
35 S & W Auto	...	1.75	
38 Colts Auto	...	2.50	
38 Colts Short	1.40	1.55	
38 Colts Long	1.50	1.60	
38 Colts Police Positive.	1.40	1.55	
38 S & W	1.55	1.65	
38 S & W Special	1.70	1.80	
38 Winchester	1.85	2.30	
41 Colts Short DA	1.65	1.80	
41 Colts Long DA	1.90	2.15	
44 Bull Dog	1.75	...	
44 S & W Amer	2.00	2.15	
44 S & W Rus	2.15	2.30	
44 S & W Special	2.30	2.50	
44 Webley	1.80	...	
44 Winchester	2.00	2.45	
45 Colts	2.15	2.40	
45 Colts Auto	...	2.90	
Center Fire Military and Sporting—			
22 Savage	...	1.60	
250-3000 Savage	...	1.75	
25-21 Stevens	2.30	...	
25-25 Stevens	1.90	2.85	
25-35 Winchester	...	1.40	
25-35 Short Range	...	1.40	
25-36 Marlin	...	1.40	
25 Remington Rimless	...	1.40	
6 MM U S N	...	2.10	
7 MM Spanish Mauser	...	2.10	
7.655 MM Bel Mauser	...	2.10	
8 MM Mauser	...	2.10	
9 MM Mauser	...	2.30	
30-30 Winchester	...	1.60	
30 Remington Rimless	...	1.60	
30 Government Rimless	...	2.30	
303 Savage	...	1.60	
32 Remington Rimless	...	1.60	
32-40 Winchester	1.30	1.35	
32-40 Winchester H V	...	1.60	
32 Winchester Slf Ldg	...	2.30	
32 Winchester Special	...	1.60	
38 Winchester	...	2.10	
35 Remington Rimless	...	1.75	
35 Winchester	...	2.30	
35 Winchester Slf Ldg	...	2.90	
351 Winchester Slf Ldg	...	2.30	
38-55 Winchester Lead	1.45	1.75	
38-55 Winchester HV	...	1.95	
38-56 Winchester	1.45	1.75	
40-60 Marlin	1.50	...	
40-60 Winchester	1.50	...	
40-65 Winchester	1.50	1.75	
40-70 Winchester	1.55	...	
40-72 Winchester	1.55	1.80	
40-82 Winchester	1.55	1.80	
401 Winchester Auto	...	1.70	
405 Winchester	...	2.50	
45-60 Winchester	1.55	...	
45-70-405 Government	1.55	1.80	
45-75 Winchester	1.55	...	
45-90 Winchester	1.65	1.80	

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot 1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35
3¼ drs. x Buck shot, drop shot 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot 1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot 1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot 1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30
20 2¼ drs. x ¾ oz., chilled shot 1.25
2½ drs. x ⅞ oz., chilled shot. 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35
3⅛ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	...	1.50
10 Ga., per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	..	1.80
10 Ga. per 100	..	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	...	2.30
10 Ga. per 100	...	2.40

Empty Brass Shells—

Best Qual. 12, 16, 20 28, Box 25	...	2.75
2nd Qual. 12, 16, 20 28, box 25	...	2.10
Wads—		
Cardboard, box 250	...	.20
Black Edge, Reg., box 250	...	.50
Black Edge, ¼ in., 125 in box	...	.40
Black Edge, ¼ in., 250 in box	...	.30

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartens—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3⅛, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—	
Universal	3.50
Griddles—	
Size 7	4.25
Size 8	4.85
Size 9	5.60
Size 10	5.00
Size 12	6.00
Kettles, Berlin—	
2½ quarts	7.00
4 quarts	8.35
5 quarts	10.00
6 quarts	11.00
Kettles, Maslin—	
4 quarts	6.50
6 quarts	7.00
8 quarts	9.75
12 quarts	13.25
Kettles, Tea—	
Size 6	3.50
Size 7	9.50
Size 8	10.00
Pans, Lipped Sauce—	
2 quarts	6.00
3 quarts	6.75
4 quarts	7.25
Skillets—	
Size 6	4.50
Size 7	4.75
Size 8	5.15
Size 9	6.00
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch, Slotted	.30
Waffle Moulds—	
Size 7, Low	6.00
Size 8, Low	6.50
Size 7, Deep	6.50
Size 8, Deep	7.25

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -¾ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.75; No. 3, 30-lb., $10.00; No. 4, 40 lb., $12.00; No. 5, 50 lb., $13.50; No. 6, 60 lb., $15.00; No. 7, 70 lb., $17.50; No. 8, 80 lb., $19.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.40	$1.40	$1.55	$1.90	$2.15	$2.75
Size	1½	1¾	2	2½	3	
Each	3.50	4.00	4.75	7.50	13.50	
16ths	8-10	11-12	13	14	15	16
60 each	1.65	1.80	1.95	1.95	2.30	2.30
62 each	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
60 each	2.40	2.40	2.70	2.70	3.00	3.00
62 each	2.90	2.90	3.25	3.25	3.60	3.60
16ths	23	24	25	26	27	28
60 each	3.85	3.85	4.50	4.50	5.35	5.35
62 each	4.60	4.60	5.40	5.40	6.40	6.40
16ths	29	30	31	32		
60 each	6.35	6.35	7.50	7.50		
62 each	7.60	7.60	9.00	9.00		

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED WARE

Biggins, Coffee

0	1.20
01	1.30
00	1.40
010	1.60
020	1.75
030	1.90
040	2.10
050	2.40

Boilers, Coffee

60	1.65
70	1.85
80	2.25
90	2.75
100	3.75

Boilers, Rice

14	1.35
16	1.50
18	1.75
20	2.00
22	2.25
24	2.50
26	3.00
28	3.75
36	4.50

Bowls, Wash

26	.55
28	.60
30	.70
32	.80
34	.95
36	1.05

Buckets, Covered

21	.60
21½	.70
22	.75
23	.85
24	1.05
26	1.25
28	1.50
30	1.85
32	2.25
150	.75
250	.85
350	1.00
450	1.15
650	1.50
850	1.85
1050	2.25
1250	2.50

Buckets, Dinner

110	2.50
111	2.60
112	2.75
113	3.15
502	2.00
503	2.25

Chambers

1	.75
1½	.95
2	1.10
3	1.25

Chamber Covers

10	.40
1½0	.45
20	.50
30	.55

Colanders

1	.75
2	.85
3	1.10
104	.75
205	.85
306	1.00
407	1.25

Cups

3 (Mug)	.30
6	.50
8	.25
9	.30
10	.30
10 M	.30
11	.35
25	.30
40	.45
120	.60

Cups and Saucers

20	.50
400	.60

Cuspidors

10	.70
20	.80
30	1.00
100	1.85
200	1.25
240	1.80
300	1.65

Dippers, Cup

10	.45
11	.50

Dippers, Windsor

110	.50
112	.55
114	.60

Dippers, Suds

2	.60
4	.80

Dishes, Soap

50	.45
60	.45

Fillers, Fruit Jar

20	.40

Flasks, Coffee

10	.75

Funnels, Pieced

01	.45
02	.50
03	.55
04	.60
05	.80
06	1.00

Kettles, Convex

02	.80
03	.95
04	1.10
05	1.25
06	1.35
08	1.65
010	2.00
012	2.35
212	1.50
214	1.85
216	2.15
218	2.50
220	3.00
222	3.65

Kettles, Lipped Preserving

14	.50
16	.55
18	.60
20	.70
22	.80
24	.90
26	1.00
28	1.15
30	1.35
32	1.50
36	2.00
40	3.00
50	4.50

Kettles, Milk

71	.75
72	.95
73	1.10
74	1.35

Kettles, Tea

71	.75
72	.95
73	1.10
74	1.35
80	1.15
40	1.35
50	1.50
60	1.65
70	1.85
80	2.15
90	2.50

Ladles, Deep

100	.40
110	.45
120	.50
101	.40
111	.45
121	.50

Measures

01	.40
02	.45
03	.55
04	.75
05	1.00
06	1.40
11 Graduated	.75

Pails, Chamber

1	2.00
2	2.25
3	2.50
4	3.00

Pails, Water

110	1.75
112	2.00
114	2.25

Pans, Bed

1	4.50

Pans, Douche

2	3.00

Pans, Bread

11	.50
12	.65
13	.80

Pans, Cake

9	.40
10	.45
69	.40
70	.45
200	.55

Pans, Corn Cake

706	.80
709	1.10
712	1.25

Pans, Muffin

406	.70
409	.95
412	1.10

Pans, Deep Pudding

50	.35
100	.40
150	.45
200	.50
800	.55
400	.60
500	.70
600	.80
800	.95
1000	1.05

Pans, Dish

15	2.25
80	1.35
100	1.50
140	1.75
170	2.00
210	2.25
800	3.50
400	5.25

Pans, Rinsing

08	1.25
010	1.35
014	1.65
017	1.85

Pans, Lipped Fry

80	.45
81	.50
82	.60
83	.65
84	.75
35	.90
36	1.00

Pans, Milk

00	.30
0	.35
11	.35
15	.40
20	.45
30	.50
40	.60
50	.70
60	.80
80	.95
100	1.05
120	1.15

Pans, Convex Sauce

02	.80
03	.95
04	1.10
.05	1.25
06	1.35
08	1.65
010	2.00
012	2.40

Pans, Combination Sauce

1 D	2.25
10 T	3.25

Pans, Lipped Sauce

10	.40
12	.45
14	.50
16	.55
18	.60
20	.70
22	.80
24	.90
26	1.00
28	1.15
30	1.35

Pans, Straight Sauce

150	.70
250	.85
350	1.00
450	1.15
650	1.50

Pans, Stew

3	.45
4	.55
5	.60
6	.70
16	.55
18	.60
20	.70
22	.80
24	.90

Pans, Oblong Stove

04	.55
100	.65
200	.70
300	1.00
325	1.10
350	1.25
400	1.35
425	1.50
475	1.65
550	2.10

Pans, Square Stove

110	.95
111	1.00
112	1.10
113	1.25
114	1.50
115	1.65
116	1.85
118	2.00
120	2.25

Pitchers, Molasses

601	.85

Pitchers, Water

2	1.35
3	1.50
4	1.65

Plates, Deep Pie

39	.40
40	.45

Plates, Shallow Pie

27	.30
28	.35
29	.40
30	.45

Plates, Dinner

19	.40
20	.45

Pots, Fireless Cooker

1450	2.25
1650	3.00
1850	3.25

Pots, Coffee

2½	.70
3	.75
5	.85
15	1.00
25	1.10
35	1.35
45	1.35
55	1.50

Pots, Tea

00	.75
01	.85
0	.95
10	1.05
20	1.15
30	1.25
40	1.45

Pots, Straight Sauce

018	1.25
020	1.35
022	1.50
024	1.85
026	2.25
028	3.00
030	3.25
032	3.75

Pots, Soup Stock

818	13.00
324	15.75
336	18.00
212	6.50
218	8.75
224	11.00
236	13.00

Roasters

150	3.75
180	4.75

Skimmers, Flat

10	.35
12	.40

Spoons, Basting

10	.25
12	.30
14	.30
16	.35
18	.40

Steamers

7	1.75
8	1.90

Steepers, Tea

2	.70
3	.80

Tubs, Oval Foot

0	1.75
1	2.00
2	2.50
3	3.00
4	3.75

Turners, Cake

13	.25
14	.30

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb, 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $2.00; 1 lb., $2.25; 1½ lb., $2.25.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.85; sheaths, 75c.
Double Bit—Handled, $3.00; unhandled, $3.00.
Single Bit—Handled warranted, $3.25; second grade, $3.00.

BAGS—WATER—

½	gallon..... 1.00	Faucet, 3½	gallon.... 3.50
1	gallon..... 1.50	Faucet, 5	gallon..... 4.25
2½	gallon..... 2.00	Filter, 6	gallon..... 5.25
5	gallon..... 3.75		

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 16c lb.; No. 2, 20c lb.; No. 1, 24c lb.; No. A (genuine), 80c per lb.; Challenge, $1.10 lb.; Special Motor, 85c lb.; Excelsior, 30c lb.; Acme, 75c lb.; XXXX Nickeled, $1.15 lb.

BARS—Crow, Pinch Point No. 10, 20c lb.; Wedge No. 15, 20c lb.; Lining No. 30, 20c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 20c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ⅞ x 15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1662, $3.85 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. See Sparkers.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.00; 7-inch, $2.75; 8-inch, $4.25; 10-inch, $7.00.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.00. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Kentucky Cow—No. 0, $1.30; 1, $1.05; 2, 85c; 3, 65c; 4, 55c; 5, 45c; 6, 35c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	1.50	1.95	2.60	....
Finished brass	1.70	2.15	2.85	5.20
Nickel plated	1.80	2.20	2.85	5.00
Hose—Rough brass	1.70	2.15	2.85	2.90
Finished brass	1.95	2.40	3.10	5.75
Nickel plated	2.00	2.40	3.00	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.65	.45
12	1.00	.80	1.85	.45
13	1.15	.95	2.00	.55
14	1.15	.95	2.10	.55
15	1.35	1.05	2.25	.65
16	1.35	1.05	2.50	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 18 bits, $13.75. Irwin, 18 bits, $10.25; 8 bits, $7.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.
Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No.2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.85
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.85

BLOCKS—Wood Tackle—

	Com Sngl.	Com Dbl.	Com Triple	Pat Sgl.	Pat Dbl.	Pat Triple
3	1.00	1.80	2.50	1.40	2.60	3.85
4	1.20	2.15	3.00	1.55	2.95	3.80
5	1.25	2.30	3.15	1.65	3.00	4.05
6	1.50	2.75	3.85	1.95	3.75	5.10
7	1.80	3.30	4.70	2.25	4.35	5.80
8	2.50	3.85	5.80	2.95	5.35	6.95
10	3.85	5.90	8.25	4.50	7.75	9.80
12	6.00	...	...	6.90	12.00	15.20

Steel Tackle—

Size	Single	Dbl.	Triple
3	.95	1.75	
4	1.15	2.15	2.45
5	1.35	2.35	2.55
6	1.50	2.75	3.35
7	1.50	2.75	4.00
8	2.75	4.50	5.10
10	4.25	7.00	7.50

Wood Snatch—

6	4.50
8	6.50
10	9.00
12	11.00

Tackle—Dbl. Galv.—176

¾	.20
1	.20
1¼	.25
1½	.35
1¾	.60
2	.65
2½	.85

No. 200 Buffalo—
12" Complete..... 44.00
14" Complete..... 50.00
No. 700 Climax—
12" Complete..... 28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x18 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt Boards)—4-foot, $1.35 each; 5-foot, $2.00; 5½-foot, $2.25; 6-foot, $2.50.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Double Zinc, $1.00; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.20	1.35	.20	1.90	.30	2.55	.35	3.15	.55	4.65
2	.20	1.50	.25	2.05	.35	2.80	.40	3.15	.55	4.65
2½	.20	1.65	.25	2.20	.35	3.00	.45	3.70	.55	4.65
3	.20	1.75	.25	2.35	.35	3.20	.45	4.00	.60	5.05
3½	.20	1.85	.30	2.55	.40	3.40	.50	4.30	.65	5.45
4	.25	2.00	.30	2.70	.40	3.65	.55	4.60	.70	5.85
4½	.25	2.15	.35	2.85	.45	3.85	.55	4.85	.75	6.25
5	.25	2.25	.35	3.00	.50	4.10	.60	5.15	.80	6.65
5½	.30	2.40	.35	3.20	.50	4.30	.65	5.45	.85	6.90
6	.30	2.55	.40	3.35	.50	4.50	.65	5.75	.90	7.30
6½	.35	2.85	.45	3.70	.60	5.00	.70	6.00	.95	7.70
7	.35	3.00	.45	3.90	.60	5.20	.75	6.30	1.00	8.25
8	.40	3.30	.50	4.20	.65	5.60	.80	6.85	1.05	9.05
9	...	....	.55	4.60	.70	6.15	.85	7.45	1.15	9.85
10	...	....	.60	4.90	.75	6.60	.95	8.00	1.25	10.65
11	...	....	...	....	.80	7.10	1.00	8.60	1.35	11.45
12	...	....	...	....	.85	7.50	1.05	9.15	1.45	12.25
14	...	....	...	....	...	....	....	....	1.60	13.90
16	...	....	...	....	...	....	....	....	1.75	15.45
18	...	....	...	....	...	....	....	....	1.95	17.00
20	...	....	...	....	...	....	....	....	2.15	18.70

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

Size—	⅛, 5-32" Doz.	100	3-16" Doz.	100	¼" Doz.	100	5-16" Doz.	100	⅜" Doz.	100
⅜	.10	.70	.10	.70	...	...	...	...	...	...
½	.10	.70	.10	.70	.15	1.00	...	...	...	...
⅝	.10	.70	.10	.70	.15	1.00	...	...	...	...
¾	.10	.70	.10	.70	.15	1.00	...	...	...	...
⅞	.10	.75	.10	.75	.15	1.00	...	...	...	...
1	.10	.75	.10	.75	.15	1.05	.20	1.50	.25	2.20
1¼	.10	.80	.10	.80	.15	1.10	.20	1.55	.30	2.30
1½	.10	.85	.10	.85	.15	1.20	.20	1.65	.30	2.40
1¾	.15	.90	.15	.90	.15	1.25	.25	1.75	.30	2.55
2	.15	.95	.15	.95	.20	1.30	.25	1.85	.35	2.70
2¼	...	...	.15	1.00	.20	1.35	.25	1.95	.35	2.90
2½	...	...	.15	1.05	.20	1.45	.25	2.00	.35	3.05
3	...	...	.15	1.20	.20	1.60	.30	2.15	.40	3.35
3½	...	...	.20	1.35	.25	1.85	.30	2.40	.45	3.70
4	...	...	.20	1.50	.25	1.95	.35	2.65	.50	4.50

BOLTS—Machine, Square Head and Nut—

Size	¼" 10	100	5-16" 10	100	⅜" 10	100	7-16" 10	100
1-1½	.20	1.90	.25	2.25	.30	2.70	.40	3.60
2	.25	2.00	.30	2.40	.35	2.90	.45	3.85
2½	.25	2.10	.30	2.50	.35	3.05	.50	4.10
3	.25	2.20	.30	2.65	.35	3.25	.50	4.35
3½	.30	2.30	.30	2.75	.40	3.40	.55	4.60
4	.30	2.40	.35	2.90	.40	3.60	.55	4.85
4½	.35	2.80	.40	3.50	.50	4.30	.60	5.15
5	.35	2.90	.40	3.65	.50	4.50	.65	5.40
5½	.35	3.00	.45	3.80	.55	4.70	.65	5.65
6	.35	3.10	.45	3.95	.55	4.90	.70	5.90
6½	.40	3.20	.50	4.10	.60	5.15	.70	6.15
7	.40	3.30	.50	4.25	.60	5.30	.75	6.40
8	.40	3.50	.50	4.55	.65	5.75	.80	6.90
9	.45	3.70	.55	4.85	.70	6.15	.85	7.45
10	.45	3.90	.60	5.15	.75	6.55	.90	7.95
11	.50	4.10	.65	5.45	.80	6.95	.95	8.45
12	.50	4.30	.65	5.80	.85	7.35	1.00	8.95

Size	½" 10	100	⅝" 10	100	¾" 10	100	⅞" 10	100
1-1½	.50	4.60	.75	6.65	1.15	9.85	1.55	13.45
2	.55	4.95	.80	7.15	1.20	10.55	1.65	14.35
2½	.60	5.25	.85	7.65	1.30	11.25	1.75	15.25
3	.65	5.60	.95	8.10	1.40	12.00	1.85	16.15
3½	.70	5.95	1.00	8.60	1.45	12.70	1.95	17.10
4	.70	6.25	1.05	9.10	1.55	13.40	2.10	17.95
4½	.75	6.60	1.10	9.55	1.65	14.10	2.20	18.80
5	.80	6.95	1.15	10.05	1.75	14.80	2.30	19.70
5½	.85	7.25	1.20	10.55	1.80	15.50	2.40	20.60
6	.90	7.60	1.25	11.00	1.85	16.20	2.50	21.50
6½	.95	7.95	1.30	11.55	1.95	16.90	2.60	22.40
7	1.00	8.25	1.40	12.00	2.00	17.60	2.70	23.30
8	1.05	8.95	1.50	13.00	2.20	19.00	2.90	25.10
9	1.10	9.60	1.60	14.00	2.35	20.40	3.10	26.90
10	1.15	10.25	1.75	15.00	2.50	21.80	3.30	28.70
11	1.25	10.95	1.85	16.00	2.65	23.25	3.50	30.50
12	1.35	11.60	1.95	16.90	2.85	24.65	3.70	32.30
13	1.40	12.25	2.05	17.85	3.00	26.00	3.90	34.00
14	1.50	12.90	2.15	18.80	3.15	27.45	4.10	35.85
15	1.55	13.60	2.25	19.75	3.35	28.85	4.35	37.65
16	1.65	14.25	2.40	20.75	3.50	30.30	4.55	39.45
17	1.70	14.95	2.50	21.70	3.65	31.70	4.75	41.20
19	1.85	16.25	2.75	23.70	3.95	34.50	5.15	44.80
18	1.80	15.60	2.60	22.70	3.80	33.10	4.95	43.00
20	1.95	16.95	2.85	24.65	4.15	35.90	5.35	46.60
21	2.00	17.60	2.95	25.60	4.30	37.30	5.55	48.40
22	2.10	18.25	3.05	26.60	4.45	38.75	5.75	50.15
23	2.15	18.90	3.15	27.60	4.60	40.00	6.00	52.00
24	2.25	19.60	3.30	28.55	4.75	41.50	6.20	53.75
25	2.35	20.25	3.40	29.55	4.95	42.95	6.40	55.55
26	2.40	20.90	3.50	30.50	5.10	44.35	6.60	57.35
27	2.45	21.60	3.60	31.50	5.25	45.75	6.80	59.15
28	2.55	22.25	3.75	32.45	5.40	47.15	7.00	60.95
29	2.65	22.90	3.85	33.45	5.60	48.60	7.20	62.75
30	2.70	23.60	3.95	34.40	5.75	50.00	7.40	64.50

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—	
4-inch	.20
5-inch	.25
6-inch	.30
8-inch	.60
Cast Iron, Japanned—	
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.40

CHAIN—

Cast Iron, Japanned—	
6-inch	.50
8-inch	.60
10-inch	.85
Cast Iron, Amber or Bronzed—	
4-inch	.45
6-inch	.60
8-inch	.75
Cast Iron, Ant. Copper or Dull Brass—	
4-inch	.75
6-inch	1.00
8-inch	1.25

CUPBOARD, Japanned—

3-inch	.55
6-inch	.75
10-inch	1.75
Cupboard, Other Finishes—	
3-inch	.75
6-inch	1.00

FLUSH, Angle—All Finishes, Cast Bronze—

2-inch	.40
31-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50
Cast Bronze, All Finishes—	
3-inch	.50
4-inch	.55
5-inch	.70

FOOT—

Cast Iron, Japanned—	
6-inch	.45
8-inch	.55
10-inch	.85
Amber or Bronzed—	
6-inch	.55
8-inch	.75
Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10
Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.65
6-inch	1.00
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOILERS—Range—

	Standard.	Extra Heavy.
30 gallon	22.50	24.00
40 gallon	27.50	31.00
52 gallon	44.50	47.65
66 gallon	64.50	76.00
82 gallon	75.85	91.00
100 gallon	105.85	127.00

BOTTLES—Vacuum—

Thermos—	
6	5.00
6Q	7.25
11	3.25
11Q	5.25
14	3.75
14Q	5.75
14½	3.25
15	4.50
15Q	6.75
15½	4.00
Universal—	
Universal—	
21	3.25
22	5.25
61	2.75
62	4.25
71	3.75
72	5.75
81	5.00
82	7.25
91	4.50
92	6.75
592	7.75
Ferrostat—	
504R	11.00
505R 2-qt.	16.00
505N	16.50

FILLERS—Thermos and Universal—

½ Pint	2.25
1 Pint	2.50
1 Quart	3.75

LUNCH KITS—

Thermos—	
392 and 396	5.00
393 and 397	5.50
394 and 398	6.25
Universal—	
310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.50	2.50
601	5.50	2.75
602	7.75	4.00

Thermos—	Jugs.	Fillers
556	10.25	4.75
557	10.25	5.50

Thermos—Cases—	
104	5.00
104Q	7.00
114	10.00
114Q	15.00
130	10.00
130Q	15.00

BOXES—Mail—Apartment— Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.

House—Cast Iron, 6x12, $1.10; Steel, 12x5¾x2 in., $2.65; Copper Finished, 10x5x2 in., $3.75; Sheet Metal, 1x4x10 in., 80c; Sheet Steel, 11x5x2 in., $2.25.

Rural Delivery—Standardized, 18½x6¼x7½ in., $3.10; Standardized, 28½x11x14 in., $4.25.

BOXES—Mitre—

Goodell—	
1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00
Stanley—	
50½	13.50
246	25.50
358	32.00
460	35.00
Acme—	
72	22.50
73	21.50
74	26.00
75	24.00
New Langdon Imp—	
72	25.00
73	25.75
74	31.50
75	33.00
Stearn's Perfection—	
20	5.25

BRACES—

P. S. & W., No. 508, $1.35 each; 510, $1.40; 3308, $2.50; 3310, $2.75; 3708, $3.75; 3710, $3.85; 3712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.

Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00.

Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.25	3x 4	.40
4x 5	.30	4x 5	.50
5x 7	.40	5x 7	.70
6x 8	.45	6x 8	.90
7x 9	.50	7x 9	.95
8x10	.60	8x10	1.00
10x12	.75	10x12	1.30
12x14	1.25	12x14	1.40

BRADS—Wire—	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.25	.15
¾ to 1½-inch	.25	.20	.15
1¾ to 2-inch	.20	.20	.15

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $4.50 each; No. 8, $5.50 each; No. 44, $4.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.75	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	2.00	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 13-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattan, 8 rows, 14 in.	1.25

BRUSHES—

CASTING—	
Round	.80
Oblong	.60
Counter—	
Dusting, com.	.90
Extra quality	1.20
White bristles	1.75
FLOOR—	
Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25
Garage—	
Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50

Fibre, 24-inch	3.25
Gear—	
Handles	.65
Hand or Nail	.10
Horse—	
Rice Root, 12½ lb	.75
Rice Root, 18 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 18 lb.	.95
Mixed Fibre, 18 lb.	.90
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	.85
Kalsomine—	
7-in., single	2.40
3x7½ in blocks	6.75
Marking—(Round)—	
White bristles—	
⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—					
Grade.	1	2	3	4	5
2½-inch	.30	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—	
3 knots, 14-lb.	2.00
4 knots, 18-lb.	2.50
Sash—Chisel Point—	
½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40
Scrub—	
Gray Tampico, 10"	.40
Gray Tampico, 12"	.50
Ox Fibre, 7"	.40
Ox Fibre, 10"	.50
Ox Fibre, 12"	.55
White Tampico, 8"	.35
White Tampico, 11"	.50
White Tampico, 12"	.70
Shoe—	
Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85
Sink—	
Ox Fibre	.15
Split Bamboo	.05
Shaving—Rubber Set—	
Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00
Stencil—	
1½-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

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RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

Window—		Squeegee, 10-in.	.30
Gray fibre	.75	Squeegee, 12-in.	.35
Black horsehair	.90	Squeegee, 14-in.	.40
Pope's Eye	1.15	Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.
Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2½x4½	3.00	3.65
2½x4½	3.25	3.75

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.75.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CESSPOOLS—BELL—	Hinge	Loose
2-inch 6x6 Bell	1.50	1.25
3-inch 9x9 Bell	2.00	1.75
4-inch 13x13 Bell	4.00	3.25

CHAINS—Tire.

Size Tire—Weeds	Pair		
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	13.00
		5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅜, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 30c lb.; 5-16, 25c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Proof Twisted Link (coil)—3-15 black, 33c lb.; ¼, 30c lb.; 5-16, 30c lb.; ⅜, 30c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 25c lb.; ⅝, 25c lb.; ¾, 25c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c.; No. 12, 10c; No. 10, 12½c; No. 8, 15c; No. 6, 25c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 40c yd.; 3, 45c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	4.50	0	2.50
10	7.00	1	3.00
12	6.50	2	3.50
22	11.00	3	4.75
32	14.00	304	11.00
		Russwin	
501	2.75	0 R	2.75
502	3.25	1 R	3.25
702	4.50	2 R	4.00
		3 R	5.50

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Rye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.55	.50	.50
5-16	.25	.35	.60	.50	.55
⅜	.25	.40	.65	.55	.60
½	.30	.45	.75	.65	.75
⅝	.40	.55	.85	.70	.85
¾	.45	.65	.90	.90	1.00
⅞	.75	.90	...	...	1.25
1	.80	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.75 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1 $6.35; 2, $7.50; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dazey, No. 10, 65c; 20, 95c; 30, $1.25; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.35; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle— 25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carpenters'—Opens 3 ft., pair, $10.50; 4 ft., $11.65; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common. 2½-inch, 85c each; 3-inch, $1.00; 4-inch. $1.35; 5-inch, $1.75; 6-inch, $2.25; 8-inch, $3.50; 10-inch, $4.35; 12-inch, $5.75.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.25
No. 1	5.75	No. 1	2.75
No. 2	8.00	No. 2	3.75
No. 3	10.50	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $3.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $4.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Alexite—Nos. FF-90, 15c straight.

CLOTH, WIRE—
Hardware Galvanized—

Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.18	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
⅝ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05¾
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal or Galv.	.06
8 mesh	.14	16 M—Opal or Galv.	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each	No.		Each
Ball—	½-inch...	1.40		7-inch...	1.60
	⅝-inch...	1.65		8-inch...	2.40
	¾-inch...	2.15	Gas Hose—	⅜-inch...	.50
	1-inch...	3.65		½-inch...	.55
Floats 395—	5-inch...	.65		¾-inch...	.75
	6-inch...	.90			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.75	.80	.90	1.00	1.75	2.60	3.75	6.50

COMPASSES—No. 40-4, 45c each; 6, 60c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each: No. 30,, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.
Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—2-gal. with push faucet, $5.50 each; 3-gal., $6.75; 4-gal., $8.50; 6-gal., $10.00; 8-gal., $12.50; 10-gal., $14.50.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		5 pints	2.50
8½ inch.....	3.25	6 pints	2.75
9½ inch.....	3.50	Tea Pots.	
10½ inch.....	4.25	2 pints	1.85
Coffee Pots.		3 pints	2.00
3 pints	2.00	4 pints	2.25
4 pints	2.25	5 pints	2.50

COPPERS, SOLDERING—Family—

1	1.65
2	1.50
Tinners—	
½ pound, per pair.....	.80
1 pound, per pair.....	.45
1½ pound, per pair.....	.60
2 pound, per pair.....	.75
3 to 14 pounds.....	.65

CORD—Sash, Common—Per hank: No. 6, $1.70; 7, $2.00; 8, $2.45; 10, $3.95; 12, $5.40.
Silver Lake—Per hank: No.6, $2.75; 7, $3.50; 8. $3.95; 10, $6.05; 12, $8.75.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Nercross, 1 GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW3, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $4.35 each; 2, $4.75; 3, $9.75; 4, $19.50; 5, $29.25.
Saunders—No. 1, $3.75 each, 2, $5.50; 3, $13.25.
Trimo—No. 1, $4.35 each, 2, $6.00; 3, $9.75.

DAMPERS—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varn. ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.00; 3x7, $4.25.
100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.
200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.
400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.
276 Black 1⅛-in.—2-6, $4.35; 2-8, $4.50; 2-10, $4.75.
311 Black 1⅛-in—2-6x6-6, $5.25; 2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00.
391 Galv.—2-8x6-8, $6.25; 2-10x6-10, $6.50; 3x7, $7.00; 3x6-8, $7.25.
525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.50	12A	6.50
8½	9.50	87	12.00
9½	14.00	97	12.75
10½	24.00	118	7.50
490½	20.00	Yankee—Millers Falls, Hand—	
1003	18.00	1	3.50
1005	21.50	2	5.25
11	22.00	2B	4.75
Goodell-Pratt Breast Drills—		3A	4.00
6	5.85	5	4.00
07	5.50	98	5.75
245	5.00	105	3.75
279	13.25	806	5.50
Millers Falls (Breast)—		343	4.00
12	7.50	1980	5.75

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.00	455	9.25
4½	2.80	545	12.00
5½	5.20	550	10.50
5½B.....	5.20	555	13.75
49	2.30	1430	4.50
53	3.70	1445	8.00
54	4.90	1455	9.25
154	5.00	1530	6.50
259	6.40	1540	10.00
329	3.40	1545	12.00
379	3.50	1550	11.75
385	8.40	1555	13.75
445	8.00		

Chain Drills—Goodell-Pratt

807	4.50	818	7.00
816	4.50	1500	4.50
817	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	50	4.80

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
800	1.15	805	.55
801	1.15		

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.35	12	.50
3	.35	13	.55
4	.35	14	.60
5	.35	15	.65
6	.35	16	.70
7	.30	17	.75
8	.35	18	.85
9	.40	19	.90
10	.45	20	.95
11	.45	24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20	15-32	.80
3-32	.20	½	.90
⅛	.20	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.50	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.25
13-32	.70	1	2.50
7-16	.75		

Straight Shank Carbon Steel, Short Set—

1-32	.15	7-32	.25
3-64	.15	15-64	.25
1-16	.15	¼	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
⅛	.15	⅜	.50
9-64	.15	13-32	.60
5-32	.15	7-16	.70
11-64	.20	15-32	.85
3-16	.20	½	1.00
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25	36 to 40.....	.16
6 to 10.....	.22	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.20	51 to 55.....	.15
21 to 25.....	.20	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.15
31 to 35.....	.16		

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

¼	18.00	9-16	36.00
5/16	22.00	⅝	38.00
7-16	26.00	¾	52.00
½	30.00		

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—

E921	15.75	E9437	18.50
E940	25.00	E9439	20.00
E9850	22.50	E9635	15.00
Grills—		E9637	16.00
E982	12.50	E9639	17.50
E984	15.00	E9646	21.00
Heaters, Immersion—		E9649	23.50
E970	7.00	E9676	13.50
Irons, Curling—		Ranges, Table—	
E9901	7.25	E9841	24.00
E99011	8.00	Stoves—	
Irons, Pressing—		E998	11.00
E901	10.00	E1997	11.00
E902	8.50	E9960	10.00
E905	8.50	Toasters—	
E9028	7.50	E945	9.75
E9035	8.50	E946	8.50
E9051	9.50	Urns, Coffee—	
E9081	9.00	E916	21.00
Irons, Waffle—		E919	22.50
E930	20.00	E9136	18.00
Pads, Heating—		E9146	23.50
E9940	13.50	E9149	26.50
Percolators—		E9166	28.50
E9025	13.50	E9169	31.00
E9027	14.00	E9176	19.50
E9029	15.00	E9179	21.00
E9485	17.00	E9166044	52.25
		E9169044	54.75

Hot Point Goods—

Chafing Dishes—No. 20501, $14.00 each; 20502, $21.00; 20503, $28.50.

Coffee Percolators—No. 20610, $11.00 each; 20611, $12.50;; 20620, $15.00; 20621, $15.00; 20622, $19.50; 20650, $19.50; 20651, $26.00; 20652, $29.50.

Grills—20101, $12.50 each; 20103, $15.00; 20104, $11.50.

Percolator Sets—41484, $51.75; 41486, $41.75; 41585, $48.75.

Curling Irons—112L1, $8.00; 112L3, $7.00.

Heaters, Air—30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $40.00; 30604, $54.00; Hedlite, $12.00.

Heating Pads—50142, $10.00; 50151, $12.50.

Immersion Heaters—50201, $6.75; 50202, $8.25; 50203, $9.75.

Pressing Irons—11103, $9.75; 11203, $7.25; 11205, $8.25; 11206, $8.25; 11307, $10.50; 11308, $10.75; 11310, $12.00; 11312, $17.00; 11315, $18.50.

Ovenette—No. 40701, $8.50.

Stoves—No. 20301, $8.50; 20302, $8.50; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.

Toasters—114T5, $9.75; 114T5½, $8.50; 115T1, $9.50.

Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x8¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.06
Lamp Guards, Style A—16 C. P.	.40
Style H—16 C. P.	.35
Style H—32 C. P.	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.10
¼ (250 feet in coil)	.11
	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 319, Cleat, Mesco No. 16445	.20
No. 333, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ⅛-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ⅙-lb. rolls	.95
Sticktite Friction, ⅙-lb. rolls	.95
Paraweld Rubber, ⅙-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C.	.05½
No. 12, S. B., Solid R. C.	.04
No. 14, S. B., Solid R. C.	.03
	Lb.
No. 18, Single Bell	1.25
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—
7-inch, each ..... .35 8-inch ..... .30
9-inch ..... .35

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.35.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $3.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	6.00	.85
3-16 inch	2.00	.30	⅛ inch	4.50	.25
¼ inch	2.50	.35	3-16 inch	6.00	.30
5-16 inch	3.00	.45	¼ inch	7.50	.35
⅜ inch	3.50	.65	5-16 inch	9.00	.40

FILES—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-8½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-8½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches, 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.10 each; 6962, $1.40; 1991, $1.75; 2604, $1.75; 2631, $2.00; 2632, $2.50; 2619, $2.50; 2616, $2.10.
Eveready Batteries—No. 705, 60c each; 790, 40c; 791, 40c; 700, 40c; 750, 40c; 751, 45c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, e.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each....$ .25
Case and Bulb, each .75 .85

Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $8.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	6.45
2	4.60	3	7.65
3	5.55	4	9.45
4	6.80	6	11.85
6	8.60	8	15.40
8	11.10	10	20.50
Toy	4.00	12	24.50
White Mountain		15	29.25
1	5.55	20	38.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil —

Stebbins—¾-inch, 55c each; 1-inch, 65c; 1¼-inch, 75c; 1½-inch, 85c; 2-inch, $1.00.

Perfection—Lock Fast—½-inch, $1.25 each; ¾-inch, $1.50; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.25.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.85	77	1.65
94	2.15	71	1.00
95	2.00	90	.85
95½	1.65	91	1.65
Marking—Stanley—		92	2.85
61	.20	97	1.40
64	.50	98	2.15
65	.90		

Altitude Gauges, $5.85.
Steam Gauges, 4½-in. face I C, $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	70%	70%
Double Strength	75%	65%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅝	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 30c each; Green or Red, 85c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 75c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.60
B	.70
OX	.45
D	.35
GX	.50
LXX	.45

Imperial Liquid—

Size	1 Oz.	½ Pt.	¾ Pt.	½ Pt	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Lo Page's Liquid—

Size	1 Oz.	2 Oz.	½ Pt.	¾ Pt.	¼ Pt.	1 Pt.	1 Qt.
List, doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.50 each; ⅜-inch, $1.50; ½-inch, $1.65; ⅝-inch, $1.70; ¾-inch, $1.80; ⅞-inch, $2.00; 1-inch, $2.10; 1¼-inch, $2.25; 1½-inch, $2.50; 1¾-inch, $2.75; 2-inch, $3.25.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GALVANIZED WARE

Boilers, Coffee

1½ quarts	.90
2 quarts	1.10
3 quarts	1.35
4 quarts	1.90
6 quarts	2.15
8 quarts	2.60
10 quarts	3.00
12 quarts	3.40

Boilers, Wash

18	2.75
21	3.00
22	3.25

Bowls, Wash

11 inch diam.	.35
13 inch diam.	.40

Buckets, Fire

12 quarts	.90
14 quarts	1.00
14 quarts	1.25

Buckets, Well

10 quarts	.90
12 quarts	1.00
14 quarts	1.10

Cans, Ash

10 gals.	4.80
16 gals.	5.75
20 gals.	6.75
28 gals.	7.75

Cans, Garbage
5% dis. in lots 3 doz.

2 gals.	1.00
5 gals.	1.35
6 gals.	1.75
8 gals.	1.85
10 gals.	2.25
16 gals.	2.75

Corrugated, Side Handles

14 gals.	2.65
16 gals.	6.75
19 gals.	7.75
28 gals.	10.75

Gasoline Cans (1 P & B, 1)

5 gals.	2.50
1 gal.	.85

(Side faucet)

5 gals.	2.50

(Top faucet)

5 gals.	2.50

Oil Cans

1 gal	.70
2 gals.	1.15
5 gals.	2.50

(Double seamed)

5 gals.	2.00

(Side faucet)

5 gals.	2.50

Dippers

1 quart	.80

Coal Hods

16 inch	1.00
17 inch	1.20

Camp Kettles

1 gal.	.40
1½ gals.	.55
2 gals.	.70
3 gals.	.90
4 gals.	1.05

Cement Pails

14 quarts	2.50
16 quarts	3.50

Chamber Pails (Puritan)

10 quarts	1.10
12 quarts	1.15

Stock Pails

14 quarts	.90
16 quarts	1.00
18 quarts	1.15
20 quarts	1.25

Water Pails

8 quarts	.45
10 quarts	.55
12 quarts	.60
14 quarts	.70
16 quarts	.85

Refrigerator Pans

12-inch	.75
14-inch	.85

Water Pots or Sprinklers

4 quarts	1.00
6 quarts	1.25
8 quarts	1.50
10 quarts	1.75
12 quarts	2.00
16 quarts	2.50

Foot Tubs (oval)

16-inch	.85
18-inch	1.00
20-inch	1.20
21-inch	1.50

Wash Tubs

18-inch	1.85
20-inch	1.65
22-inch	1.90
24-inch	2.25

(Extra heavy)

20-inch	2.50
22-inch	2.75
24-inch	3.00
19-inch	1.50

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RETAIL SELLING PRICES—Continued.

GRAPHITE—Flake, per lb., 80c.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	8.00
40 to 200 lbs.	8.00
Over 200 lbs.	8.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.40
19 inch	1.50
Mounted—Hand—	
7 inch	3.00
8 inch	3.25
10 inch	4.00
12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power— Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand, Lenox— Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20
Hand, Starrett, Victor, Star—		
8-inch	.10	.85
9-inch	.10	.95
10-inch	.15	1.10
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.90; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 86½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—No. 41½, $3.00 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

HAMMERS—Maydole Carpenters' Nail—No. 1, $2.35 each; 1½, $2.25; 2, $2.00; 11, $2.35; 11½, $2.25; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 34, $1.50; 611½, $3.25; 710, $3.00; 711, $2.35; 711½, $2.25; 712, $2.00; 713, $1.75.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.25; 770½, $2.75; 771, $2.50; 772, $2.25; 773, $2.00; 774, $1.85; 775, $1.75; 776, 1.50; 777, $1.45; 778, $1.35.

HAMMERS—

Plumb's Carpenter's Nail—	
K1	1.25
TO 1½	1.25
A 11	1.20
A 11½	1.15
A 12	1.10
C 11½	1.50
C 12	1.45
P 80	2.25
P 81	2.15
P 82	2.00
P 83	1.90
P 84	1.80
P 85	2.25
P 86	2.15
P 87	2.00
Plumb's Engineer's—	
261	2.15
262	2.35
263	2.50
264	2.75
Plumb's Machinist's Ball Pein—	
18	.65
370	1.40
371	1.50
372	1.50
373	1.55
374	1.65
375	1.75
376	1.85
377	2.10
379	2.50
381	2.75
Plumb's Riveting—	
220	1.25
221	1.25
222	1.25
238	1.50
251	1.75
252	1.80
253	1.85
254	2.00
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2 x 4	....	....	2.30
2 x 4½	....	....	2.40
2 x 4½	1.25	1.60	2.50
2 x 5	1.40	1.75	2.65
2 x 5	1.65	2.00	3.80
2 x 5½	....	....	4.45
3 x 5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60. Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No. With Brackets	
20½B for 31 track	5.10
27½B for 31 track	7.50
Without Brackets	
30 for 30 track	2.40
135-1 for 31 track	3.50
88-1 for 61 track	1.65
44-1 for 63 track	2.00
44-2½ for 65 track	4.00
Myers No. 3	3.50
Myers No. 4	2.75
Lanes No. 25	1.40
Wilbern, rnd. tr., No. 5	3.00

HANGERS, PARLOR DOOR—Complete with track—

Richards-Wilcox, Double. No. 11, 14-in.	5.00
Size. No. 221	
25	12.00
26	12.00
27	13.15
28	14.25
29	15.40
210	16.50
Richards-Wilcox, Single.	
No. 11, 7-in.	3.50
Size No. 221	
13	6.00
14	7.15
15	8.25
16	9.40
17	10.50
18	11.60
Prouty, No. 5S	4.85
Prouty, No. 5D	9.75
Lanes, No. 0105	4.85
Lanes, No. 0105A	4.65
Lanes, No. 0105NT	3.75
Lanes, No. 105A	9.45
Lanes, No. 105	9.75
Lanes, No. 105NT	7.75

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1808¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock—27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1810—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.
Flooring—Plumb, $3.00; White, $4.00.
Broad—1 Plumb, $2.85; 2, $3.25; 3, $3.65; 4, $4.00; 5, $4.50.
Bench—(single or double Bevel)—3 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.50; 2 Plumb, $2.65; 3 Plumb, $2.75.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.35; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.

HEADS—MOP—Cotton—No. 9, 40c each; No. 12, 50c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 60c each; No. 015, 75c; No. 018, 90c; No. 020, $1.00.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1½-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1802½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 234-354, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 35c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6381, 1½x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Light Loose Pin Butts—289D2&F, 2x2, 35c; 3x3, 50c; 289SF2, 45c; 60c; 289N, 55c; 70c.

Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.

Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.

Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.

Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c: 5x5, $1.40.

Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.

Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.

Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.

Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.

Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.

Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.

Long Griddles—7¼x16½ inches, $2.30; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x24½ inches, $5.40; 13½x25 inches, $7.50.

Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.

Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.

Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.

Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.

Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.

Ham Boilers—No. 8, $7.15 each; No. 9, $7.75.

Waffle Irons, regular style, $2.75.

No.	40, steel	.20	.25	.30	.40	.45	.50	.95

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.85	...	.65	...
1	.75	...	.50	...
2	.60	...	.45	...
3	.50	...	.35	...
4 or 104	.40	...	.30	...
5 or 105	.35	...	.25	.75
6 or 106	.25	1.25	.20	.60
7 or 107	.20	.60	.15	.45
8 or 108	.15	.75	.10	.40
9 or 109	.15	.60	.10	.35
10 or 110	.10	.50	.10	.30
11 or 111	.10	.40	.10	.25
12 or 112	.10	.30	.10	.20
13 or 113	.10	.25	.10	.15
14 or 114	.10	.20	.10	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.75	.90	1.10	1.50	1.75	2.00	4.40

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.50
2¾-inch, other finishes	1.60
Cast, coppered	.65
Wire, coppered	.65
Wire, Japanned	.40
Wire, tinned	.45
Wire, nickel plated	.45
Wire, brass plated	.70

Coat and Hat—	
Double, cast, heavy	.80
Single, cast	.55
Medium, cast	1.00
Heavy, cast	1.50
Cast, nickel plated	1.85
Cast, copper finish	1.25
Cast, brass finish	1.15
Cast, bronze, all fin	4.75
Porcelain, solid	.15
Wire, Japanned	.25
Wire, tinned	.30
Wire, nickel plated	.40

Clothes Line—	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv	.15

Grass—	Ea.
14-in., 16-in., 18-in	.05
Bronzed	.65
12-in. enameled, green	.60
12-in, enameled, black	.75
Finest quality steel	.90
Forged tool steel	.60

Hammock—	Ea.
To screw	.15
With plate	.15

Hay Fork—	Ea.
⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅝-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50 ft. lengths—5 ply, ½-in., 22c per ft; 5 ply, ¾-in., 27c; 6 ply, ½ in., 27c; 6 ply, ¾-in., 33c; 7 ply, ½-in., 30c; 7 ply, ¾-in., 37c; Tested, 5 ply, ½-in., 24c; Tested, 5 ply, ¾-in., 30c.

Reel, not coupled—Goodrich Ribbed, ½-in., 35c per ft.; ¾-in., 45c; Second quality, ½-in., 32c; ¾-in., 42c; Third quality, ½-in., 26c; ¾-in., 32c.

IRON SHEETS—

Galvanized—	Cut Sheets	Full Sheets
10 to 20	.17	.15
20 to 30	.18	.16½
Black Sheets—		
10 to 16	.15	.12½
18 to 24	.16	.14
26 to 30	.18	.15
Corrugated Sheets, Galvanized—		
26 Ga.		13.00
28 Ga.		12.00
Rockface Siding		11.50
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.05
1⅝-inch—Block	.55	1¾-inch Double	1.25
1⅝-inch Single	.80	2-inch Double	1.45
2-inch Single	.85	2¼-inch Double	1.55
2¼-inch Single	.90	2⅜-inch Double	1.65
2⅜-inch Single	1.00	2½-inch Double	1.70

IRONS—Sad. Common, 25c lb.

Mrs. Potts—No. 50, $3.00 set; 70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $2.45.

KITS—Lunch—

Thermos—391-395, $3.75; 392-396, $4.00; 393-397, $4.25; 394-398, $5.00.

Universal—310—$5.00; 410, $5.25; 510, $5.75; 320, $4.75; 4070, $6.50; 3070, $4.50.

KNIFE—Corn—

Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—

Iron handled, set, $1.75.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—

Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size ¼, per ft.	.03	0 and 1, coil	.60
Size 5-16, per ft.	.03½	2, coil	.70
Size ⅜, per ft.	.04	3, coil	.80
Size 7-16, per ft.	.05	0M, 1M, 2M, 3M spl.	.80
Size ½, per ft.	.06½		
Size ⅝, per ft.	.07½		
Size ¾, per ft.	.09		
Wire		Hooks	Doz.
0 and 1, coil	.75	10	.05
		8, 9, 10	.05
		6, 7	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—LQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

LANTERNS—Diets Tubular.

Hot Blast Lanterns			
Little Star Tin Lanterns	.90	Same, Brass Fount and Top	2.75
Hi-Lo Tin Lanterns	1.25	No. 2 Large Fount Blizzard Lanterns	1.65
Victor Tin Lanterns	.95	Little Wizard Tin Lanterns	1.10
Monarch Tin Lanterns	.95	No. 2 Wizard Tin Lanterns	1.45
O. K. Tin Lanterns	1.00	Same, Brass Fount and Top	2.00
No. 2 Royal Tin Lants.	1.10	No. 2 Large Fount Wizard Lanterns	1.65
Cold Blast Lanterns		Same, Brass Fount and Top	2.10
Junior Tin Lanterns	.95	Dash and Wagon Lanterns	
Junior Brass Lanterns	1.75	Buckeye Dash Lant'rns	1.65
Junior Brass Nickel-plated Lanterns	2.00		
No. 2 Crescent Tin Lanterns	1.65		
No. 2 Blizzard Tin Lanterns	1.45		

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RETAIL SELLING PRICES—Continued.

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns 1.75
Driving Lanterns
Eureka Driving, plain lens 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel fin... 2.25
Underwriter's Mill Lanterns 2.50
No. 2 Blizzard Mill Lanterns 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish 4.75
Same, Nickel1plated on Tin 5.25
Same, all Brass 6.00
Same, Nickel-plated on Brass 6.50
No. 2. Wizard Fire Dept. Brass Founts with enamel finish 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns 2.75
No. 60 Beacon Wall Lanterns 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin 7.25
Same, Brass Founts... 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, Tin 7.75
Same, Brass Founts...10.75
Platform Lanterns
Imperial Platform Lanterns 12.50
No. 1 Climax Platform Lanterns 5.00
No. 2 Climax Platform Lanterns 5.25
Nos. 1 and 2 Climax Nested 10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment....24.50

LEAD—Bar, 20c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular hanlde, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ⅛x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire Twisted—50 foot 20 gauge, 50c; 75 foot 20 gauge, 65c; 100 foot 20 gauge, 75c; 50 foot 18 gauge, 70c; 75 foot 18 gauge 85c; 100 foot 18 gauge, $1.05.
Wire, Solid—100 foot 9 gauge, $1.00 each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅝-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.
Steel—15½x23½, $3.00 each; 17½x30, $4.00; 21½x36, $6.00.
Steel Matting in Rolls—Per sq. ft., $1.20.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs.	1.75
Long Cutter, Standard, 6 lbs.	1.75
Pick, Standard, 6 lb.	1.75
Handled, D E 3	1.00
Handled, C E 3½	1.65
Handled S Q 3½	1.25

MAULS—Post—10-lb., $1.80 each; 18-lb., $2.35; 16-lb., $2.85; 18-lb., $3.25; 20-lb., $3.60.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —
Junior 42.00
Medium 48.00
Senior 65.00
Force Feed 80.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.85	3	1.50	120	.90
8	1.15	4	2.00	140	1.10
7BD	1.25	10B	1.75	180	1.35
9BD	1.50	11B	1.75	220	1.50

MOP STICKS—No. 2, 25c each; No. 7, 50c each; No. 13, 50c each; No. 70 or Janitor's, $1.00 each.

MOWERS—Lawn
Great American—
15-inch 24.00
17-inch 26.00
19-inch 29.00
21-inch 32.00
Common—
12-inch 9.00
14-inch 9.50
16-inch 10.00
Pennsylvania—
14-inch 22.00
16-inch 25.00
17-inch 36.00
19-inch 40.00
21-inch 44.00

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
⅝-inch., 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch 1.35
6-inch 1.50
7-inch 1.85
8-inch 2.15
Nettleton's—
6-inch 2.00
8-inch 2.40
10-inch 2.90
12-inch 3.10
14-inch 3.75
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Utica—
Common, 5-inch..... 1.60
Common, 6-inch..... 1.85
Jeweler's, 3½-inch... 2.00
Jeweler's, 4½-inch... 2.25

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 30c doz.; ¼, 35c; 5-16, 40c; ⅜, 55c; 7-16, 75c; ½, 90c; ⅝, $2.00.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 25c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—
Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50
Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ 2.25
3 ..... 2.25
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .20
2 ..... .25
3 ..... .30
4 ..... .35
5 ..... .40
6 ..... .45

OPENERS (Can)—

No.	Each.	No.	Each
4	.10	140	.15
16	.15	340	.30
100	.30		

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—			
121 G	6.25	17 G	4.25
Pinney & Boyle—		122 G	7.50
18	3.25	33	3.50
17	4.00	37	4.15
		37 G	4.25

PACKING—Sheet Rubber—Standard I C., 35c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.

PADS—Sweat—No. 63 N12, Red Edge, $1.35; No. 146 A 12, Blue and White striped, $1.75.

PADLOCKS—Corbin—

No.	Each.	No.	Each.
958	.35	1903	.60
2802¼	.45	9902	.85
2822¼	.65	9902 N C	.75
2869	1.25	21090	1.00
2879	2.10	Yale—	
2880	2.35	223	1.00
2881	3.00	225	1.40
2883	4.50	453 J	.45
Miller—		453 X	.45
1	1.35	568	1.35
016	.35	565	2.25
18	.40	585	2.50
18 L	.40	635	2.25
19	.40	645 J	.80
21	.50	803	2.50
75	.55	805	2.50
76	.35	805½	3.00
78	1.00	813	2.75
96	.35	815	2.50
96O	.75	823	3.00
121	.55	833	3.50
5441	1.15	843	4.00
Slaymaker—		853	4.50
1902	.75	8454	3.50

PAINT SUNDRIES—

Alcohol—(Denatured)—

1 gallon	2.00
5 gallon	1.70

Alum—

Pwd., less than 100 lbs., lb.	.14

Benzine—

New cans, cased, gal	.60
Old cans, uncsd, gal.	.40

Coal Tar—

5-Gal. Gal.	.50
1-Gal Gal.	.65

Creosote—

Gal.	.70

Distillate—

Light, gal	.40

Glue— Lb.

No. 2 Gelatine	.50
Chicago White	.50

Kalsomine, White—

Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs. bulk	.09
25 lbs., bulk	.09
Less 25 lbs.	.09¼
100 lbs. 5-lb. pkgs.	.09
Less 100 lbs. pkgs.	.09¼

Lamp Black—Bear Brand—

1-S, lb. pkg.	.45
½-S	.30
¼-S	.20

Linseed Oil, Boiled—

5's Gal.	1.21
1's Gal.	1.50
½'s ½-Gal.	.85
¼'s Qt.	.50
⅛'s Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70

Paint, Dry Colors—

Umber	.12
Chrome Green, Med	.20
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.08
Yellow Ochre	.05

Painters' Petroleum—

I-Gal. Gal.	.40

Paints, Ready Mixed—1st grade, white —

Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40

1st Grade, Colors—

Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35

2d Grade, White or Colors—

Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95

Inside Floor—

Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95

Porch—

Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20

Plaster Paris—

Less sack, lb.	.03

Putty, Bladder—

Less than 100 lbs.	.07½

Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. Cons	.12½
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85 lb. Cans	.06½

Rosin—

Lb.	.14

Tints, Kalsomine—

Barrels, 280 lbs.	.09
Kegs, 100 lbs.	.09½
100-lb. bulk	.10
25-lb. bulk	.10½
Less 25 lbs.	.12
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs.	.10

Turpentine—

5's Gal.	1.62
1's Gal.	1.75
½'s ½-Gal.	1.00
¼'s Qt.	.55
⅛'s Pt.	.35

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c; cut, per lb., 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	4.25	3.75
No. 1-1000	8.25	7.25
No. 2-500	6.25	5.25
No. 2-1000	12.00	9.75
No. 3-500	9.00	7.85
No. 3-1000	17.50	14.75

Red Resin—17-lb., $1.50; 20-lb., $1.75; 25-lb., $2.25; 30-lb., $2.65.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $3.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $3.25; Deadening, per lb. 09.

INSULATING—No. 8, per roll, $2.25; No. 10, per roll, $2.50.

ROOFING—

Standard or Crenelite	
1 ply square	2.25
2 ply square	3.75
3 ply square	4.50
Malthoid or Rubberoid Roofing—	
1 ply	4.00
2 ply	5.00
3 ply	6.00
Malthoid Junior	4.25
Roofing Cement—Preservative	
Bbls., per gal.	.90
5 Gal., per gal.	1.25
1 Gal., per gal.	1.25
Pint	.30

SAND AND EMERY—(Per quire of sheets)—

	0	½	1	1½	2	2½	3
Carborundum	.30	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Alexite	.30	.35	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.50 per roll; 25-lb., $1.75; 30-lb., $2.00.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.85	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.85	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

44	5.75	74	7.00
46	6.25	76	7.75
48	6.75	79	8.50
52	5.75	714	9.25
54	6.25	464	7.25
56	6.75	466	8.00
58	7.50	469	8.75
64	6.50	474	7.75
66	7.25	476	8.50
69	8.00	479	9.25
614	8.75		

Percolator Tops, 10c each.

PICKS—Drifting, 3-lb., $1.40 each; 4, $1.50; 4½, $1.75; 5, $2.00; 6, $2.25.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $2.00; 7, $1.75.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

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RETAIL SELLING PRICES—Continued.

PIPE—

	Standard Black Cut Length Pr. Ft.	Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch	.07	5.85	.09⅓	8.38	.04	.08
¼-inch	.08	6.50	.11	8.90	.04	.08
⅜-inch	.08	6.50	.11	8.90	.04	.08
½-inch	.10	8.45	.13	10.65	.04	.08
¾-inch	12½	10.75	.16	13.15	.04	.08
1 -inch	17½	16.00	.22	19.65	.04½	.09
1¼-inch	.23	21.25	.28	26.45	.05⅓	.11
1½-inch	.29	26.50	.35	31.55	.06	.12
2 -inch	.37	34.00	.46	42.50	.07½	.15

PIPE—Gas and Water—Black—⅛-inch, 6½c foot; ¼-inch, 7c; ⅜-inch, 7c; ½-inch, 9½c; ¾-inch, 12c; 1-inch, 18c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 40c.

Galvanized—⅛-inch, 9c foot; ¼-inch, 10c; ⅜-inch, 10c; ½-inch; 12c; ¾-inch, 15c; 1-inch, 22c; 1¼-inch, 30c; 1½-inch, 40c; 2-inch, 50c.

PIPE, STOVE—Nested, Full Joints—3 inch, 45c joint; 4-inch, 45c; 5-inch, 45c; 6-inch, 50c; 7-inch, 50c.

4-inch, Japan, 45c; 5-inch, Japan, 45c; 3-inch, Galvanized, 40c; 4-inch, Galvanized, 50c; 5-inch Galvanized, 60c; 6-inch, Galvanized, 70c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c.

PIPE FITTINGS—Price each—Black.

	⅛	⅜	½	¾	1	1¼	1½	2
Bushings	.10	.10	.10	.10	.10	.10	.15	.20
Caps	.10	.10	.10	.15	.15	.20	.25	.40
Couplings	.10	.10	.15	.15	.20	.30	.35	.45
Crosses	.15	.15	.25	.35	.50	.55	.65	1.05
Elbows, 90 degree.	.10	.10	.10	.10	.15	.25	.35	.55
Elbows, 45 degree.	.10	.10	.10	.15	.25	.45	.50	.70
Elbows, Reducing.	.15	.15	.15	.20	.25	.35	.40	.70
Elbows, Side Outlet		.10	.15	.25	.40	.60	.75	1.30
Elbows, Street	.10	.10	.15	.20	.20	.30	.35	.70
Floor Flanges	.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.10	.10	.10	.10	.15	.20	.20	.30
Plugs	.10	.10	.10	.10	.10	.10	.10	.15
*Reducers	.15	.10	.10	.15	.20	.20	.30	.50
Return Bends, Close		.20	.25	.30	.50	.65	.80	1.20
Tees	.10	.15	.15	.15	.20	.35	.45	.70
Tees, 4-way		.15	.20	.25	.45	.75	1.05	1.70
*Tees, Reducing	.15	.15	.20	.25	.25	.40	.55	.90
Unions	.20	.25	.25	.30	.40	.55	.70	.85
Galvanized.								
Bushings	.10	.10	.10	.15	.15	.20	.25	.35
Caps	.10	.10	.10	.15	.20	.35	.40	.65
Couplings	.10	.15	.15	.20	.30	.40	.50	.60
Crosses	.20	.20	.35	.50	.75	.90	1.15	1.85
Elbows, 90 degree.	.10	.15	.15	.15	.30	.40	.55	.90
Elbows, 45 degree.	.10	.10	.15	.25	.35	.65	.70	1.05
Elbows, Reducing	.20	.20	.20	.30	.35	.55	.65	1.15
Elbows, Side Outlet		.15	.20	.40	.60	.90	1.10	1.95
Elbows, Street	.10	.15	.20	.30	.35	.50	.60	1.15
Floor Flanges	.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.10	.10	.10	.15	.25	.30	.30	.50
Plugs	.10	.10	.10	.10	.10	.15	.20	.30
*Reducers	.20	.10	.15	.20	.30	.35	.45	.75
Return Bends, Close		.30	.40	.40	.75	1.10	1.30	2.10
Tees	.15	.20	.20	.20	.30	.55	.70	1.25
Tees, 4-way		.20	.30	.40	.65	1.05	1.50	2.45
*Tees, Reducing	.20	.20	.25	.40	.40	.70	.90	1.55
Unions	.30	.35	.40	.45	.60	.80	1.05	1.35

NIPPLES—Black.

Close	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.15	.15	.20
4 inch long	.10	.10	.10	.10	.15	.15	.20	.25
5 inch long	.10	.10	.10	.10	.15	.20	.25	.30
6 inch long	.10	.10	.10	.15	.15	.25	.30	.35
Galvanized.								
Close	.10	.10	.10	.10	.10	.20	.25	.30
Long	.10	.10	.10	.15	.15	.20	.25	.30
4 inch long	.15	.15	.15	.15	.20	.30	.35	.45
5 inch long	.15	.15	.20	.20	.25	.30	.40	.50
6 inch long	.15	.15	.20	.20	.30	.35	.45	.60

2½-inch to 4-inch, Black, only—

Bushings	.30	.40	.50	.65
Caps	.65	.95	1.15	1.60
Couplings	.60	.90	1.20	1.50
Crosses	1.90	3.15	3.50	6.05
Elbows, 90 degree	1.05	1.60	2.10	3.40
Elbows, 45 degree	1.10	1.55	2.10	3.05
Plugs	.25	.35	.55	.60
*Reducers	.85	1.25	1.70	2.10
Tees	1.25	1.95	2.55	3.95
Unions	1.80	2.40	4.25	5.00

NIPPLES.

Close	.35	.45	.75	.85
5 inch long	.55	.65	1.05	1.20
6 inch long	.60	.75	1.05	1.20
8 inch long	1.00	1.20	1.45	1.75
10 inch long	1.20	1.50	1.75	2.10

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Stanley, Block-Bailey—No. 9½, $3.25; 9¾, $4.00; 15, $3.50; 16, $3.65; 17, $4.15; 18, $4.00; 19, $4.15.

Block, Stanley—No. 60, $3.75; 60½, $3.25; 65, $4.50; 100, 80c; 101, $2.75; 102, $1.15; 103, $1.80; 110, $1.85; 120, $2.25; 130, $2.45; 131, $3.75; 203, $2.00; 220, $2.45.

Iron, Bailey—2, $5.35; 2C, $5.75; 3, $5.60; 3C, $6.00; 4, $6.15; 4C, $6.65; 4½, $7.00; 4½C, $7.65; 5, $7.00; 5C, $7.65; 5½, $8.00; 5½C, $8.60; 6, $9.10; 6C, $9.75; 7, $10.50; 7C, $11.25; 8, $12.50; 8C, $13.25.

Iron, Stanley—603, $6.65; 604, $7.25; 604C, $7.75; 604½, $8.40; 604½C, $9.00; 605, $8.40; 605C, $9.00; 606, $10.50; 606C, $11.50; 607, $12.00; 607C, $13.00; 608, $14.25; 608C, $15.75.

All Wood—Plain, No. 3W, $2.50 each; 15W, $2.75; 21W, $5.60; 27W, $4.85. Razee, No. 5W, $4.65; 17W, $3.25; 23W, $5.15; 29W, $5.50.

Wood Bottom, Bailey—No. 22, $4.00 each; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.50; 29, $5.20; 30, $5.50; 31, $6.00; 32, $6.50; 35, $5.50; 36, $6.00.

Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 3.65.

PLATES—GAS, HOT—No. 501, $5.25; 502, $8.25; 503, $13.25; 702, $11.75; 703, $17.25; 722, $13.25; 723, $18.75; 1001, $3.75; 1002, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.85; 5½, $2.25; 7½, $3.15. No. 201 or 31 5-inch, $3.50; 6, $4.50; 7, $5.00; 8, $5.50; 9, $6.75.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 37, 18-inch, $6.25; 24-inch, $7.25; 37G, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 34V, 6-inch, $2.25; 8-inch, $2.75.

Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 13, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $3.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.25; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 25c; 44, 25c; 600, $1.50.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 80c; 6P, 50c; 7L, $1.35; 7P, $1.35.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.

21	17.40	8 Quart	1.40
71	22.50	10 Quart	1.60
72	19.75	12 Quart	1.85
5	20.35	16 Quart	2.25
1	22.30		

Watering Galvanized

		Tin	
4 Quart	1.00	4 Quart	.85
6 Quart	1.25	6 Quart	1.00
		8 Quart	1.25
		10 Quart	1.60

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.85; Red Devil, $2.50; Morrill's, $3.25; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $5.00; 2, $5.40; 3, $6.10; 4, $7.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

No.		Eveready No.	
700, each	1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.35
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B, Blades, pkg.	.50
12 X B, Blades, pkg	1.00		
AutoStrop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B, Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REVOLVERS—

Colts, Model	Each.		Each.
Police Positive	34.00	324 B	17.25
Police Positive Special	35.50	343, 353	17.75
Police Positive Target	36.00	343 B, 353 B	18.00
Army Special	38.00	344, 354	18.00
New Service	39.00	344 B, 354 B	18.50
Single Action	36.75	364 B	19.25
Harrington & Richardson		365 B	19.50
203, 223	11.50		
203 B, 223 B	12.00	**Smith & Wesson—**	
204, 224	12.00		
204 B, 224 B	12.50	1905 Military, Police	34.50
263, 273	12.50	Regulation Police	32.50
263 B, 273 B	12.75	1903 Hand Ejector	30.50
264, 274	12.75	38 S. & W. Perfected	30.50
264 B, 274 B	13.00	1908 Military	35.00
Iver Johnson—		1911 Target	35.00
300, 303, 323	16.50	New Departure 88	30.50
300 B, 303 B	16.75		
304	16.75	**Marlin—**	
		20 TD—Octagon Brl.	18.50
		27 TD—Round Brl.	21.80
		TD—Octagon Barrel.	24.55
		29 TD—Round Brl.	15.60
		1897 TD—Round Brl.	22.75
		TD—Octagon Barrel.	24.80
		Remington—	
		4 TD—Octagon Brl.	15.54
		6 TD—Round Brl.	10.46
		8 A TD—Round Brl.	78.27
		12 TD—Round Brl.	28.48
		TD—Octagon Brl.	31.95
		14 A TD—Standard	58.36
		TD—Carbine	57.25
		16 A TD—Standard	44.61
		Savage —	
		1899 250 3000	60.00

RIFLES—No. and Model—

Daisy Air—	Each		
25	5.25	1899 TD, Feath'wt	55.00
40	5.25	189 SF	48.00
3	3.00	1904 TD, Single shot	9.75
30	2.85	1914 TD, Hammerless	28.50
11	2.35	**Stevens—**	
12	2.00	Little Scout	8.00
King Air—		Crack Shot	10.00
4	2.95	Marksman	13.00
5	3.15	Favorite	14.00
21	2.00	70 TD, .22	19.00
22	2.35	1919, .22	26.75
304 B	17.25	**Winchester—**	
328 B	17.00	1886 SF—Round Brl.	49.00
324	17.00	TD—Round Brl.	64.30
		1890 TD—Oct. Fancy	57.50
		TD—Oct. Plain.	31.50
		1892 SF—Round Brl.	37.50
		SF—Oct. Brl.	39.40
		TD—Oct. Brl.	45.75
		SW—Carbine	33.55
		1894 SF—Round Brl.	40.85
		SF—Oct. Brl.	42.60
		SF—Carbine	36.85
		TD—Oct. Brl.	54.50
		1895 SF	53.15
		1895—Govt. Model	53.15
		1895 TD	67.10
		1902 TD—22	10.50
		1903 TD—Plain	44.30
		1903 TD—Fancy	69.00
		1904 TD .22	12.60
		1906 TD	28.55
		1907 TD	61.50

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98. 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths	.35	.65	7—Asst.	.35	.70
8 "	.35	.65	8 "	.40	.70
9 "	.35	.70	9 "	.40	.75
10 "	.40	.70	10 "	.40	.75
12 "	.40	.75	12 "	.45	.80

Copper Iron, with Burrs—08 Asst., 25c, ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 18c ft.; 3, ⅜-inch, Steel, Brass Plated, 15c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, 35c; ¼ to 5-16, 35c lb.; ⅜ to ¾, 35c; ⅞ to 1, 90c.
Manila—Base, 38c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 372 (36½), 35c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (64), 35c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½) $1.50; 871 (53), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES—ZIG ZAG—Lufkin—Stanley—No. 804 F, 65c each; 896 F, 90c; 8513 (03), 55c; 8514 (04), 70c; 8515 (05), 90c; 8516 (06), $1.05; 8518 (08), $1.40; 8523 (403 F), 50c; 8524 (404 F), 65c; 8525 (405 F), 80c; 8526 (406 F), $1.00; 8613 (103), 55c; 8614 (104), 75c; 8615 (105), 90c; 8616 (106), $1.00; 8624 (854 F), 65c; 8626 (856 F), 95c.

SAWS—One Man—Cross-cut—

	Disston		Chinook	Royal Chinook
3 ft.	4.00	5½ ft.	8.25	.....
3½ ft.	4.60	6 ft.	8.50	12.50
4 ft.	5.25	6½ ft.	9.25	14.25
4½ ft.	5.75	7 ft.	10.50	15.50
5 ft.	6.50	7½ ft.	11.50	16.75

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

12 Disston or 69 Atkins		20 inch	2.85
18 inch	3.70	22 inch	3.10
20 inch	4.00	24 inch	3.40
22 inch	4.35	26 inch	3.60
24 inch	4.70	28 inch	4.00
26 inch	5.10	No. 120 Disston	
28 inch	5.50	26 inch	6.20
No. D8 Disston or 51 Atkins		28 inch	6.60
18 inch	3.10	No. 112 Disston	
20 inch	3.50	26 inch	5.25
22 inch	3.65	28 inch	5.60
24 inch	3.75	No. D 100 or No. D 20 Disston	
26 inch	3.95	26 inch	4.35
28 inch	4.45	28 inch	4.85
No. 7 Disston			
18 inch	2.65		

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	**Kitchen No. 2**	
24-inch	4.25	12-inch	.65
26-inch	4.75	14-inch	.70
28-inch	5.50	16-inch	.75
Butcher No. 10		**Mitre**	
16-inch	1.80	24-inch	5.25
18-inch	1.90	26-inch	5.75
20-inch	2.00	28-inch	6.50
22-inch	2.15		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete

No. 3	2.50

Pruning

No. 50 California, 12 in.	1.35

Buck—

Com Sgl Brace V tooth	1.75
Com Dbl Brace Tuttle tooth	2.50
Com Dbl Brace V tooth	2.75
No. 150 Special	1.95

SAW CLAMPS—No. 3, $2.00; 0, $1.35. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

SAW TOOLS—

Clipper Outfit	.30

Morrill's Raker Gauge—

No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.40
5-M Tooth Gauge	.25
Jointers Pikes Perf	.75
Jointers No. 7 Sterns	.70

X CUT—

Morrill No. 3	1.35
Baker No. 3	2.35
Colonial	1.35
7 Taintor	2.00
28 Triumph	1.65
Hammer	.35
Lever	.25
Morin No. 2	5.00
Morin No. 2½	6.00
Morin No. 3	2.65

Setting Tool Disston—

No. 100	.80

No. 4 Setting Blocks—

No. 4 Blocks, Morin	2.00
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rax	1.00
Atkins, Excelsior	.35

SCALES—Family, testing without scoop, $4.50; with scoop, $5.65; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50.

Spring Balance, No. 50, 25c each; 51, 50c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7⅛ inch, 60c; 8⅛ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.

Wiss—No. 14 B H, $1.85; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 864, $1.55; 864½, $1.60; 865, $1.65; 866, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.

Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.35	.40	.45	.50	...
4	.40	.45	.50	.55	.65
6	.50	.55	.60	.65	.85
8	.70	.85	.95	1.00	1.20
10	1.00	1.15	1.35	1.55	1.90
12	1.30	1.55	1.70	1.90	2.20
14	1.65	1.90	2.20	2.55	3.05
16	2.65	2.90	3.20	3.45	4.00
18	3.30	3.75	4.05	4.40	5.25
20	4.20	4.55	5.00	5.50	6.35

Size.	1¼-in.	1½-in.	1¾-in.	2-in
4	.85	1.00	1.25	1.55
6	1.10	1.40	1.70	2.10
8	1.50	1.70	2.10	2.50
10	2.20	2.45	2.75	3.15
12	2.60	3.00	3.40	3.85
14	3.40	3.80	4.25	4.65
16	4.40	5.00	5.65	6.35
18	5.75	6.80	7.00	7.80
20	7.25	8.20	9.10	9.90

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.25	.30	.30	.35	...
4	.25	.30	.30	.35	.40
6	.30	.35	.35	.40	.45
8	.40	.40	.45	.45	.55
10	.55	.60	.60	.65	.75
12	.60	.65	.70	.75	.85
14	.75	.80	.85	.85	1.00
16	...	1.00	1.00	1.10	1.25
18	...	....	1.40	1.50	1.65
20	...	....	....	1.80	2.00

Size	1¼-in.	1½-in.	1¾-in.	2-in
4	.55	.60	.65	.80
6	.55	.60	.75	.95
8	.60	.70	.80	1.00
10	.90	1.10	1.25	1.40
12	1.00	1.15	1.35	1.50
14	1.15	1.35	1.50	1.80
16	1.40	1.75	2.05	2.40
18	2.00	2.30	2.65	3.00
20	2.30	2.65	3.00	3.30

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Lgth. (ins.)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.55	.60	.65	.80	1.05
⅞	.55	.60	.65	.80	1.05
1	.60	.65	.75	.90	1.10
1¼	.65	.65	.75	.95	1.20
1½	.70	.75	.80	1.05	1.30
1¾	.75	.80	.85	1.10	1.40
2	.75	.85	.95	1.20	1.50
2¼	.85	.95	1.00	1.30	1.60
2½	.95	1.05	1.10	1.35	1.70
3	1.10	1.15	1.25	1.50	1.80
3½	....	....	....	1.75	2.15
4	....	....	....	....	2.50

Lgth. (ins.)	⅝-in.	¾-in.	⅞-in.	1-in.
1	1.65	2.25	3.30	....
1¼	1.70	2.25	3.30	....
1½	1.80	2.45	3.30	....
1¾	1.85	2.60	3.50	4.10
2	2.10	2.80	3.80	4.50
2¼	2.25	3.00	4.10	4.90
2½	2.45	3.15	4.25	5.30
3	2.70	3.65	4.70	6.10
3½	3.05	4.25	5.40	6.95
4	3.60	4.85	6.00	7.75

S. A. E. Thread, Steel—

Lgth. (in.)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.60	.75	.85	1.20	1.25
⅞	.65	.80	.90	1.20	1.30
1	.70	.80	.90	1.25	1.35
1¼	.75	.85	.95	1.30	1.45
1½	.80	.90	1.00	1.45	1.60
1¾	.85	.95	1.10	1.55	1.75
2	.90	1.10	1.20	1.65	1.90
2¼	1.05	1.20	1.25	1.80	2.00
2½	1.20	1.30	1.35	1.90	2.15
2¾	1.30	1.40	1.50	2.00	2.25
3	1.40	1.55	1.60	2.15	2.45
3½	1.60	1.75	1.90	2.50	2.75
4	1.75	2.00	2.15	2.80	3.10

Lgth. (ins.)	9-16-in.	⅝-in.	¾-in.
¾	2.15	....	....
⅞	2.15	....	....
1	2.15	....	....
1¼	2.15	....	....
1½	2.25	2.65	4.45
1¾	2.40	2.85	4.45
2	2.60	3.05	4.70
2¼	2.80	3.25	5.05
2½	3.05	3.50	5.35
2¾	3.25	3.80	5.60
3	3.45	3.95	5.95
3½	3.85	4.60	6.75
4	4.50	5.35	7.55

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

Lgth. (ins)	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.25	.30	.35	.40	.50
¾	.30	.35	.40	.45	.55
⅞	.30	.35	.40	.45	.55
1	.30	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.50	.65	.75
1¾	.45	.45	.55	.70	.85
2	.50	.55	.65	.80	.95
2¼	....	.65	.70	.90	1.05
2½	....	.70	.80	1.00	1.15
3	....	....	....	....	1.40
3½	....	....	....	....	1.65

Lgth. (ins.)	⅝-in.	¾-in.	⅞-in.	1-in.
⅞	.90	....	....	....
1	.90	....	....	....
1¼	1.00	1.70	2.40	....
1½	1.10	1.85	2.50	3.40
1¾	1.25	2.00	2.70	3.75
2	1.35	2.10	2.95	4.00
2¼	1.45	2.25	3.20	4.35
2½	1.65	2.40	3.40	4.65
3	1.85	2.65	3.90	5.25
3½	2.10	3.00	4.35	5.90
4	2.35	3.40	4.80	6.50

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.60	.60	.65	...	...	...	...
1	.60	.60	.65	...	...	...	...
2	.60	.65	.65	...	...	...	...
3	.65	.70	.70	.75	.85	1.05	1.15
4	.70	.75	.75	.80	.85	1.10	1.20
5	.75	.80	.85	.90	1.00	1.15	1.20
6	...	.85	.90	1.00	1.10	1.15	1.25
7	...	.95	1.00	1.10	1.25	1.35	1.50
8	...	1.05	1.15	1.30	1.40	1.55	1.70
9	...	...	...	1.50	1.60	1.75	1.95
10	...	...	...	1.70	1.85	2.05	2.20
11	...	...	...	1.85	2.10	2.35	2.55
12	...	...	...	...	2.35	2.60	2.85
13	...	...	...	...	...	...	3.20
14	...	...	...	...	...	...	3.55
15	...	...	...	...	...	...	3.90
16	...	...	...	...	...	...	4.65

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
6	1.65	...	...	...	...	...	...
7	1.70	2.25	2.80	3.65	...	...	...
8	2.00	2.30	2.90	3.70	...	...	...
9	2.25	2.55	2.95	3.75	...	6.60	...
10	2.45	3.00	3.30	3.80	4.95	6.65	...
11	2.90	3.25	3.75	4.30	5.10	6.70	9.70
12	3.25	3.75	4.25	4.80	5.55	6.75	9.80
13	3.75	4.15	4.70	5.30	6.25	6.90	9.90
14	4.10	4.65	5.15	5.90	6.85	7.50	10.00
15	4.60	5.35	6.05	6.85	7.50	8.30	10.25
16	5.05	5.85	6.65	7.50	8.35	...	...
17	...	6.40	...	8.20	9.10	...	...
18	...	7.60	...	9.75	10.75	...	...

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.40	.40	...	...	...	...	...
3	.40	.40	.40	.40	.40	.40	.45
4	.40	.40	.40	.40	.40	.40	.45
5	...	.40	.40	.40	.45	.45	.45
6	...	.40	.45	.45	.45	.50	.50
7	...	.45	.45	.45	.50	.55	.50
8	...	.45	.50	.50	.50	.55	.55
9	...	.50	.50	.50	.55	.60	.60
10	...	...	.55	.55	.60	.65	.65
11	...	...	.60	.60	.60	.65	.70
12	...	...	.65	.65	.65	.70	.75
13	...	...	...	.65	.70	.75	.85
14	...	...	...	.70	.80	.80	.90
15	...	...	...	...	.85	.90	1.05
16	...	...	...	...	.95	1.05	1.30
17	...	...	...	...	...	...	1.40
18	...	...	...	...	...	...	1.50
20	...	...	...	...	...	...	1.85

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.45	.50	...	...	...	...	...
4	.50	.55	...	...	...	...	...
5	.50	.60	.70	.75	.80	1.00	...
6	.55	.60	.70	.80	.85	1.05	1.55
7	.60	.65	.75	.80	.85	1.10	1.60
8	.60	.70	.80	.85	.90	1.15	1.60
9	.65	.70	.80	.85	.95	1.20	1.65
10	.70	.75	.85	.90	1.05	1.25	1.65
11	.75	.80	.90	.95	1.10	1.30	1.70
12	.80	.85	.95	1.05	1.15	1.35	1.75
13	.90	.95	1.05	1.15	1.25	1.40	1.80
14	1.00	1.05	1.15	1.30	1.40	1.55	1.85
15	1.10	1.20	1.35	1.45	1.65	1.75	2.00
16	1.30	1.50	1.55	1.65	1.85	1.90	2.20
17	1.45	1.70	1.85	1.95	2.00	2.20	2.55
18	1.75	2.00	2.10	2.20	2.40	2.45	2.90
20	2.10	2.25	2.35	2.55	2.80	3.05	3.40

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1¼	.25	2.25	...	...	...	....	....	....	....	....
1½	.25	2.25	.30	2.70	...	....	....	....	....	....
1¾	.30	2.45	.35	2.95	...	....	....	....	....	....
2	.30	2.45	.35	2.95	.50	4.10	.70	6.00	....	....
2½	.30	2.65	.35	3.25	.50	4.50	.75	6.50	....	....
3	.35	2.85	.40	3.50	.55	4.85	.80	7.00	1.15	9.90
3½	.35	3.05	.45	3.75	.60	5.20	.85	7.50	1.20	10.60
4	.35	3.25	.45	4.00	.65	5.55	.90	8.00	1.30	11.30
4½	.40	3.45	.50	4.25	.70	5.90	.95	8.50	1.40	12.00
5	.40	3.65	.50	4.55	.75	6.30	1.05	9.00	1.50	12.70
5½	.45	3.85	.55	4.80	.75	6.65	1.10	9.50	1.55	13.40
6	.45	4.05	.60	5.05	.80	7.00	1.15	10.00	1.60	14.10
6½	...	....	.60	5.30	.85	7.35	1.20	10.50	1.70	14.80
7	...	....	.65	5.55	.90	7.70	1.25	11.00	1.80	15.50
7½	...	....	.70	5.85	.95	8.10	1.30	11.50	1.90	16.20
8	...	....	.75	6.10	1.00	8.45	1.40	12.00	2.00	16.90
9	...	....	...	....	1.05	9.15	1.50	13.00	2.10	18.30
10	...	....	...	....	1.15	9.90	1.60	14.00	2.30	19.70
12	...	....	...	....	1.25	11.30	1.85	16.00	2.60	22.50

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 18c; 14c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.85; Chester, $2.00.

SLEDS—Hand and Coaster—

Racer	6.75

Flexible Flyer—

No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50

Fire Fly—

No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—¼ and ½, 55c lb.; No. 1, 90-100, 55c; Wiping, 40-60, 50c; Wire, 50-50, 55c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Baseb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	3.00
12-inch	2.75
Baseball Bats, league	1.75
Baseball Masks,	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	8.00
Handballs	.85
Boxing Gloves, 8-oz.	18.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	12.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAYERS—Myers' Bucket Pump, 8 lbs., $13.75 each; 6 lbs., $9.00. Hand—Faultless, 75c each; Misty, 95c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $6.55; Barnes, 276, $9.50; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ½, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 25c each; 10-inch, 30c; 11-inch, 40c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $3.00.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.
Ross—Perforated oblong plate spray, $1.00 each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $3.00, 8 feet, $3.50.

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb,; galvanized, 12½c. Poultry Wire, ¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%	
Thickness Gauges, 50%	**End Meas. Rods, 50%**
Gr. Flat Stock. 50%	**Caliper Gauges, 50%**
Handy Equiv. Table, 50%	**Micrometer Cases, 50%**

Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.85; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143. 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $8.50 each; 20, $5.00; 22, $8.75; 122, $9.75; 418, $10.00; 518, $14.25; 818, $17.25; 918, $19.50; 1018, $5.75; 1318, $8.00; 1518, $15.00; 1618, $21.75; 1718, $24.75; 1818, $28.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ⅛-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern States: Colo, New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 40c lb.; 4, 40c; 6, 40c; 8, 40c. Carpet—Cut, ¼-lb. papers—No. 4, 12½c; 6, 12½c; 8, 12½c;10, 10c; 12, 10c. Wire, ⅛ lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 40c lb.; 4, 40c; 6, 40c; 8, 40c; 10, 40c.

Gimp—⅛ lb., 2½, 10c box; 3, 10c; 4, 10c. ¼ lb., 6, 15c; 8, 15c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c. Cut, in bulk, No. 3, 45c lb.; 4, 40c; 6, 40c; 8, 40c; 10, 40c; 12, 40c.

Double Pointed—Blued, ⅛ lb. papers, No. 9, 10c box; 10, 10c; 11, 10c; 12, 10c. Blued in bulk, No. 9, 45c lb.; 10, 45c; 11, 45c; 12, 45c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin

No.	Each
710	.80
713	1.00
715	1.50
716	1.85
730	1.00
733	1.75
735	2.00
736	2.50
Metallic	
500	3.75
503	5.50
505	6.00
506	8.75
Pocket	
143	.95
145	1.10
165	.25
3143	.60

Steel

100	6.25
103	9.75
200	7.00
203	11.25
205	16.50
206	19.75
240	5.50
243	6.50
245	8.75
246	11.25
260	6.00
263	7.25
265	9.35
266	12.50
550	5.50
553	7.00
555	9.00
556	11.25
1240	4.85
1243c	6.35
1260	5.60
1263	6.75

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—⅛ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.80	16x18	57.25	67.35
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.25	23.70	16x24	71.85	83.60
9½x12	23.85	27.85	16x30	86.95	101.80
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling—

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.25
7x16	9.85	12.50	14.10

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—

Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.25 per 100 feet; ¾x1, $3.35.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.63	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $9.00; 38, $9.50; 31, $10.00; 32, $10.50; 48, $12.25; 107, $9.50; 122, $8.00.

TRAPS—Fly—Paragon, 35c each; Balloon, 30c; Avis 2, $2.50; $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1. Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; O Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.

Mole—Reddick, $1.50 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Cage, 30c. Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.35; Holdem, large, $1.65.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 75c lb. Budding, 75c.
Flax—18 BB, 60c lb.; 24 BB, 60c; 18 BC, 70c; 24 BC, 70c; 36 BC, 70c.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Globe and Angle Valves—		Standard Gate Valves—	
⅛	.75	⅛	1.95
¼	.75	¼	1.50
⅜	.80	⅜	1.50
½	1.05	½	1.70
¾	1.30	¾	2.15
1	1.90	1	2.95
1¼	2.65	1¼	3.90
1½	3.70	1½	5.25
2	5.55	2	7.65

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RETAIL SELLING PRICES—Continued.

TINWARE

Wash Boilers

8	10.75
9	10.25
28 A	4.25
29 A	4.50
128 B	4.50
129 B	4.75
229 B	4.75

Wash Bowls

07	.25
08	.30
7	.40
8	.50

Covered Buckets

11	.20
12	.30
13	.35
14	.45

Dinner Buckets

1	.85
2	1.00
3	1.15
04	1.25
30	.85
40	1.00
600	1.75
675	1.85

Milk Cans

1	.40
3	.70
4	.90
01	.40
03	.70
04	.90
12	2.50
14	3.00
500	4.00
503	5.75
505	6.00
510	9.00

Oil Cans

10	.30
31	.60

Pot Covers

6	.10
10	.15
12	.25
13	.30
14	.35
15	.50

Cups

09	.15
010	.15
23	.25
023	.15
211, 212	.10
214	.20

Cutters

All sizes	.15

Dippers

01	.25
2	.15
02	.30
03	.45
4	.25
9	.30
10	.35
32	.30
34	.35
35	.40
42	.50
203	.75

Forks

1, 2, 3, 4	.10
5, 6	.15
314	.25
318	.30
421	.10

Funnels

10, 15, 20	.10
25	.20
30	.25
35	.35
120	.25
125	.30
130	.35
220	.75
225	.85
230	1.25
235	1.50

Tea Kettles

01½	.55
02	.60
027	.55
029	.75
047	2.25
049	3.00
067	2.75
069	3.75

Preserving Kettles

160	.45
200	.65
240	.85
280	1.05
320	1.30

Moulds

2 Melon	1.65
4 Melon	2.25
08 Jelly	.15
15 Jelly	.35
61 Cake	.50
62 Cake	.65

Dairy Pails

10	.90
12	1.00
14	1.10
40	.35
60	.45
80	.50
100	.55
104	1.25
105	1.50
120	.65
124	1.50
125	1.65
140	.70
144	1.65
512	2.25
514	3.00

Bread Pans

01	.25
08	.30
15	.20
020	.20
110	.35
120	.45
130	.60

Cake Pans

5	.15
7	.35
15	.20
031	.15
032	.20
034	.30
041	.20
043	.30
72	.40
74	.55

Dish Pans IX Tin

10	.90
14	1.05
17	1.35
21	1.60

IXXX Tin

17	2.00
21	2.10
30	3.10

Milk Pans

200	.10
202	.15
204	.20
206	.25
2100	.35
2120	.40
300	.15
301	.20
302	.30
304	.40
306	.50
3100	.65
3120	.85
504	.40
506	.50
510	.75

Muffin Pans

6	.35
8	.45
9	.55

Pie Pans

6	.10
7	.10
10	.15
75	.25

Sauce Pans

012	.40
016	.50
020	.60
024	.85
028	1.05

Coffee Pots

1	.40
2	.45
4	.65
6	1.00

Tea Pots

240	.35
242	.50

Flour Sieves

2	.30
316	.30
318	.35

Flour Sifters

1	.40
4	.50
5	.30
10	.30

Skimmers

10	.25
45	.10

Strainers

2	.15
3	.20
10	.40
20	.50
33	.75
110	.45
112, 121	.60
133	.65

WAGONS—Boys'—

American

No. and Size.	Each.
118—8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00

Samson

326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagners—

No. 18	10.00
No. 20	11.50
No. 24	13.00

Coaster—Star—

No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ⅛ to 3, 13c lb.; Angle, 14c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.

Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WAX—Floor 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 20c; Cedar-Atha, 22c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $14.25 each; No. 1, 3¼ cu. ft., $17.00; No. 2, 4½ cu. ft., $18.00.

Railroad—Bolted, $9.50 each; Stave, $9.75.

Steel Tray, Wood Frame—Star, $12.00 each.

Steel Tray and Frame—AX, $15.00 each; 4, $18.00; 5, $20.50; 10, $27.00; 25, Concrete, $20.50.

WICKS—

Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.

Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.

Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.

Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Plain Fence. Galv.	Baling
3 gauge	6.60	....	....
4	6.60	7.30	....
6-8-9	6.50	7.20	....
10	6.50	7.25	....
11	6.60	7.30	....
12	6.60	7.35	....
13	6.75	7.45	....
14	....	7.55	7.00
15	....	8.00	7.10
16	....	8.10	7.20
17	....	....	7.50
18	....	9.00	....

Barbed Fence—Glidden Pat., $6.50; Glidden Galv., $6.85. Baker Patent, $7.15; Baker Galv., $8.00; Waukeganito Galv., $8.50.

	Hog.	Cattle.
Am. Special Galv., 80-rod spools, each	5.00	4.75
Glidden, 80-rod spools, each	6.50	6.40

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.

Stove Pipe Wire, 50-ft. coils, 10c each.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, $1.10 each.

Bowls, Chopping—11-inch, 50c each; 15-inch, $1.85; 17-inch, $3.00.

Pins, Rolling—65c each.

Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00 3-oz. packages, 30c each.

WRINGERS—Mop—Vanco 78, $4.50; 88, $4.00; 89, $5.00 Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00. White's 3, $4.50; 0, $8.00; 8, $5.25.

WRENCHES—

	Agr.	Coes.	Stillson Crescent.	Barcalo Trimo.	Barcalo N.	Barcalo Semi-fin
6-inch	1.00	1.65	1.25	1.60	1.35	1.25
8-inch	1.15	2.00	1.25	1.80	1.40	1.25
10-inch	1.35	2.35	1.50	2.00	1.75	1.50
12-inch	1.75	3.60	2.00	....	2.65	2.00
15-inch	2.15	4.15	2.75	....	4.00	2.75
19-inch	....	5.35	4.00	....	....	4.00
21-inch	....	6.50	6.00	10.80	....	6.00

ZINC—Full sheets, 30c lb.; less than sheets, 35c. lb.

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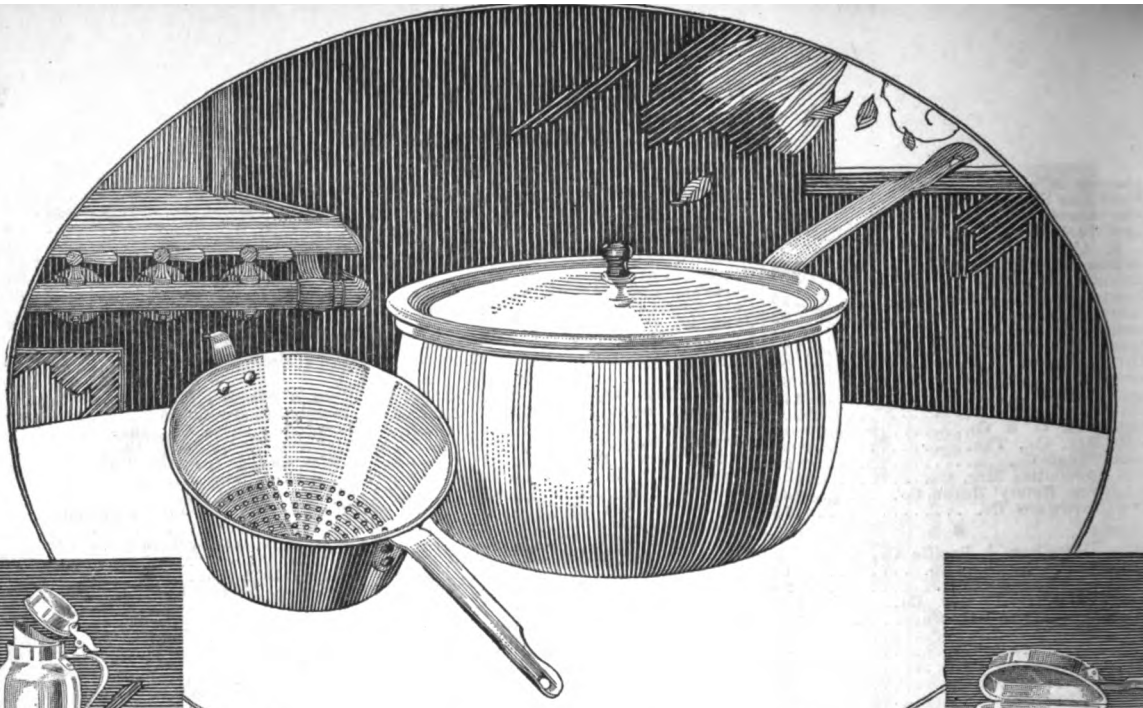
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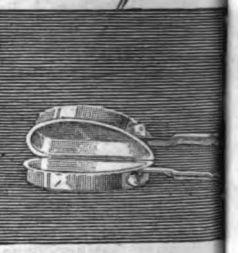
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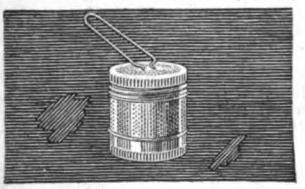
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Yost Gearless Motor Co. 75

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A·G·M·CO.
VIKO
ALUMINUM

You Take Your Profits Quickly with Viko—

Aluminum has strength without weight, a desirable quality in metal used for cooking utensils. It is also an excellent conductor of heat, and takes a permanently smooth finish. Aluminum utensils, therefore, grow constantly in favor.

With the merchant, the question of stocking aluminum ware centers largely around the line. He must have a line that lends itself to modern merchandising methods; that encourages the quick taking of profits; and brings repeat business. VIKO, The Popular Aluminum, is just such a line as this. Viko utensils give perfect satisfaction to the customer, and sell profitably at a popular price. For full information about the Viko line—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

Converse Tires



To Speed Things Up—

EVERY month during 1921, 2,350,000 advertisements will tell American Motorists sound reasons for using Converse Tires.

Every month the Saturday Evening Post, Motor Life and Vanity Fair will carry the Converse message.

In those pages will be told the story of the Converse "Compression Tread." Motorists will learn that the astonishing mileage delivered by Converse Tires is explained by this "Compression Tread"—that the concentrated elasticity of this unique tread is the sound scientific reason for its exceptional resistance to wear and cuts.

And these readers will also learn that these super-wear tires, of "fadeless" ebony black rubber, are also strikingly better looking.

They will be told truthfully that exhaustive tests show Converse Tires way ahead as efficient anti-skids—that the tough oversize Converse "Compression Tread," armed with sturdy, never failing, suction grips, hold fast to the slipperiest road surface.

This advertising, telling the story of a distinct advance in tire construction, will do just one thing for Converse Dealers. It will create a big, lively demand for Converse Tires, even bigger than in 1920.

You should know more about Converse Tires and the Converse "Dealer First" sales policy.

Write to us for that interestingly different Converse book, "Dealer Dividends."

CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

Service Branches:
New York—300 Amsterdam Avenue
Chicago—618-626 W. Jackson Boulevard
Boston—801 Boylston Street

Exclusive Distributors:
Nash Hardware Co., Fort Worth, Texas, Wichita Falls, Texas
McGowin-Lyons Hardware and Supply Co., Mobile, Ala.
Sloss & Brittain, 77 Beale Street, San Francisco, Cal.
Stauffer, Eshleman & Co., New Orleans, La.
Failing, McCalman Co., Portland, Ore.
Stowe-Shaw Rubber Co., 1319 S. Figueroa St., Los Angeles, Cal.
Charles A. Shaeffer, 7 West 19th Street, Kansas City, Mo.

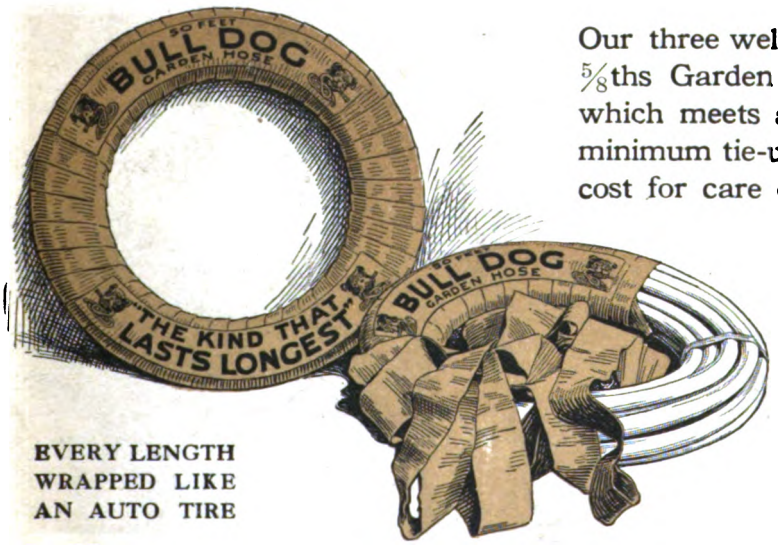
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Mr 11 '21 S

Hardware World
PLUMBING AND HEATING
MARCH 1921

Package Hose

Bull Dog - Good Luck - Milo



EVERY LENGTH WRAPPED LIKE AN AUTO TIRE

Our three well-known brands of standardized 5/8ths Garden Hose afford the dealer a line which meets all ordinary demands with the minimum tie-up of capital and the minimum cost for care of stock and depreciation.

BOSTON WOVEN HOSE AND RUBBER CO.
CAMBRIDGE, MASS.

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WHITLOCK Guaranteed CORDAGE

AMERICAN INDUSTRY MUST LOWER ITS OPERATION AND PRODUCTION COSTS. THEREFORE BUYERS OF ROPE FOR FACTORIES, FARMS AND STEAMSHIP LINES ARE DEMANDING WHITLOCK CORDAGE. THEY KNOW IT IS STRONGER, LASTS LONGER, AND ACTUALLY COSTS LESS BECAUSE IT HAS GREATER LENGTH PER POUND. THEY VISIT THE DEALER WHO CAN SUPPLY THEIR NEEDS.



Let us tell you rope facts you should know.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Factory and Warehouses: Jersey City, N. J.

Western Distributors
- The Salt Lake Hardware Co., Salt Lake City, Utah.
- Townley Metal & Hardware Co., Kansas City, Mo.
- The Hendrie & Bolthoff Mfg. & Supply Co., Denver, Colo.
- Hackett, Gates, Hurty Co., St. Paul, Minn.

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DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

Where Are the Saws You Sold Last Year?

ARE your records of saw sales handy? Can they be reached easily enough to make up a mailing list? If not, we think it would be worth while for you to make up such a list. Here's why.

The saws you sold last year have been out on the job long enough for many things to happen.

In some instances these saws are out of service, due to various causes, as for instance, the saw owned by the householder who, not knowing how to sharpen his saw, has stopped using it. In other instances, they are used often, but the owner realizes that another type of saw is necessary for new kinds of work he has to do. And, in some cases, the saws have been definitely discarded because they did not render service.

These are three of many possibilities but, for the time, consider these three only. In the first instance the owner of the saw "out of service" is either a good prospect for a new saw or, with a little assistance on your part, a **better** prospect for a file and saw-set.

Those saws that, for some reason, do not fill every requirement—perhaps because they are rip saws and cannot cut across grain—have made their owners realize, forcibly, the need of another saw.

And the saws that have "crossed the river," due to poor quality most likely, have made for you your **best** prospects for Disston Saw sales.

What has become of those 1920 saws? Do their owners want a saw-set, file, and filing guide, or another and different style saw, or have they come to realize that the "five and ten" saw was a poor buy? Are they ready to buy Disston quality?

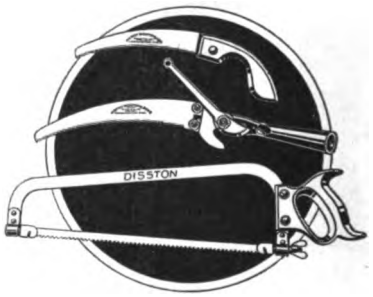
Won't it pay to look up last year's saw buyers now?

The Reason For a Good Pruning Saw

"TREES probably don't feel like we humans do,"—the old fruitgrower said this doubtfully, as if he only half believed it.

"But there's one thing I'm sure of. A fast, clean cut with a sharp saw is best for the trees. I would as soon have a surgeon use a blunt knife on **me** as use a dull saw on my trees."

There are hundreds of men—farmers, horticulturists, and just dabblers in forestry—who feel that same way. And because they do feel



that way, hundreds of them buy Disston Pruning Saws.

And they would mighty quickly throw those saws away if they were not good. But they are good. The same perfect steel as in the hand saw; the same expert workmanship; styles that have been proved by tests, and years of use, to be correct and efficient.

In addition to those illustrated, a pruning saw for every purpose can be found in the Disston line. Disston Pruning Saws are made in every practical style and size for every use we know of.

HOW MANY?

The House of Disston will be glad to furnish you, free of cost, attractive envelope slips imprinted with your name, illustrating any Disston product you wish to feature. They go out in your regular mail and are business-getters. Which ones may we send you—and how many?

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March, 1921

DISSTON
PROFIT PLANS

A Sales Boosting Week in March

A Real Booster and Window Trim to be given Disston Dealers without cost

To be Used from March 10, 1921, with Special Disston National Advertising Reaching About 10,000,000 People.

In the Saturday Evening Post, of March 19th, there will be a two-page Disston advertisement. This same advertisement will appear in full page space in The Farm Journal, Country Gentlemen, Successful Farming, American Boy, Popular Mechanics, Popular Science Monthly, and other magazines—reaching approximately 10,000,000 people.

All these advertisements are of particular benefit to Disston dealers because they will tell readers what Disston makes,—will feature a list of Disston products, something like the small list in the last column of this page.

We have worked to find a plan that will go along with these advertisements and bring real business into Disston stores. In order to be sure our idea is a good one for the dealer, we submitted it to several live hardware men. Working with them—and we were glad to get the advice of the fellows who know the game from behind the counter—we have developed a plan that they say is a "humdinger."

It is suggested that every Disston dealer run a sales boosting week (or for whatever time he desires) beginning March tenth. The window is to be trimmed with saws and tools—any kind of saws and any kind of tools. We will supply display and advertising material for the window to announce and carry out the plan. We believe that this will attract a great deal of attention, and—what is more important—bring many people into the dealers' stores.

The greatest value in the plan, for each store, will be the fact that dealers from New York to San Francisco will be doing the same thing at the same time.

Every dealer of whom we have a record will receive a letter soon giving the plan in detail and containing a return post-card for his request for the material.

Watch for the letter! Read it! See if you do not agree that it is a real chance for you to have a sales boosting week in March!

In Addition to

The Saw Most Carpenters Use

Disston Makes

Back Saws
Band Saws for Wood and Metal
Bevels
Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Gauges—Carpenters' Marking, etc.
Grooving Saws
Hack Saw Blades
Hack Saw Frames
Hand Saws, Cross-cut, Rip, and Panel
Hedge, Grass and Border Shears
Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives — Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels
Milling Saws for Metal
Mitre-Box Saws
Mitre Rods
One-man Cross-cut Saws
Plumber's Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides.
Saw Gummers
Saw-sets
Saw Screws
Screwdrivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels — Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

HENRY DISSTON & SONS, Inc.
Philadelphia, U. S. A.

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Hardware World

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Volume XVI MARCH :: 1921 Number 3

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman, Editor and Manager.

*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

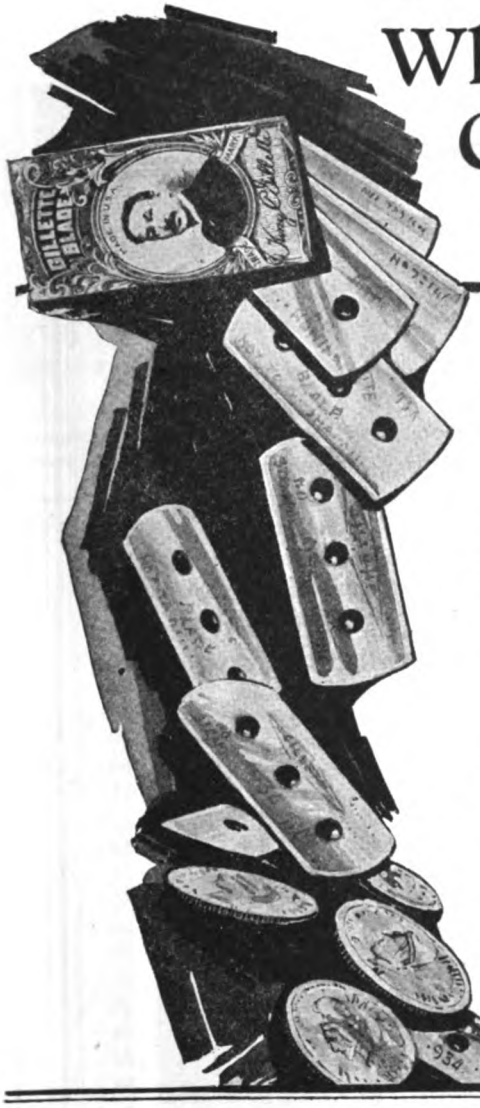
333 Taylor St Portland, Ore. 421 First Nat. Bank Bldg. Chicago Phelan Bldg. San Francisco 70 Fifth Ave. New York 507 Pioneer Bldg. Seattle, Wash. 1302 Young St. Dallas, Texas 204 Scott Bldg. Salt Lake, Utah

Beatmen's Bank Building Broadway and Olive, St. Louis, Mo.

424 Higgins Bldg. Los Angeles

220 Pacific Bldg. Vancouver, B. C., Can.

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Where do the Profits Come from in Your Razor Business

Look over your razor returns for last year.

You made as much on *Gillette Blades* as on all razor sales put together!

Here is a business that goes on day after day. Sales automatic. No selling effort. No selling expense.

Every sale made to a customer who is more than satisfied with his purchase.

You can't beat the Gillette as a sales-getter. Every Gillette you sell starts an endless chain of *repeat sales*. Profits coming in as regularly as the tick of a clock.

Special Note.—The dealer who does not find Gillette Blades producing at least half the profits from his total razor business is not handling his Gillette trade right. Get a real stock of Gillettes—up in the front of the store!

No Stropping—No Honing

Gillette

MADE IN U. S. A. Gillette KNOWN THE WORLD OVER

Boston

Canadian Factory:
73 St. Alexander St.
Montreal, Quebec

New York
Chicago
San Francisco
London

Paris
Madrid
Milan
Brussels

Copenhagen
Amsterdam
Geneva
Buenos Aires

Sydney
Shanghai
Singapore
Calcutta

Constantinople
Port Elizabeth
Rio de Janeiro
Tokyo



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Starrett Books

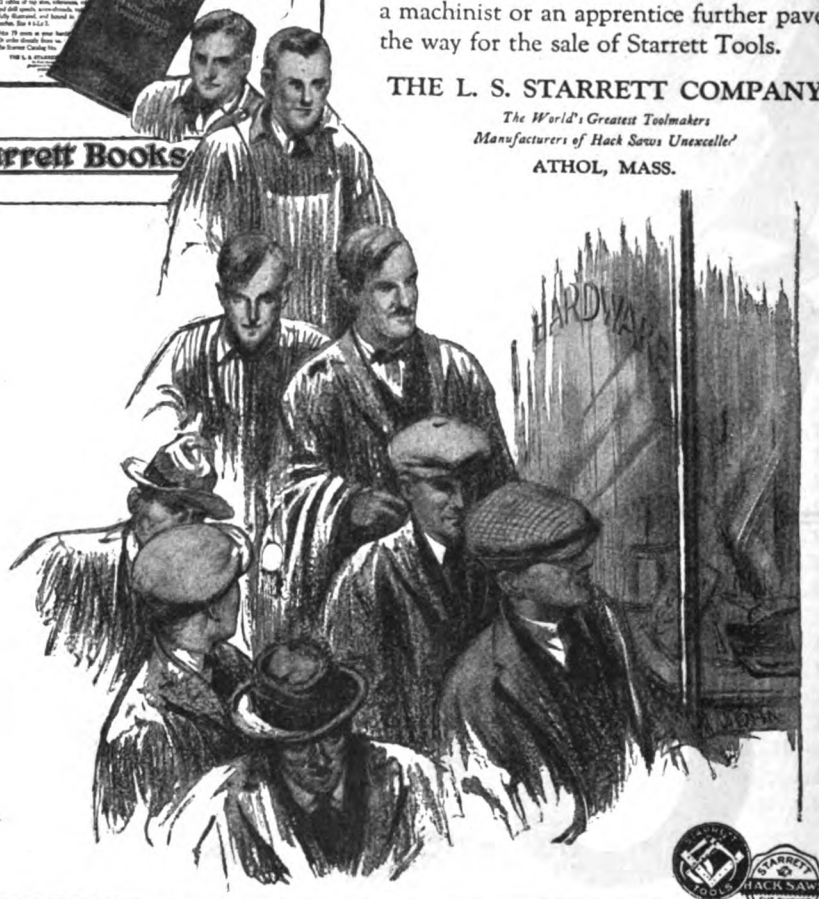
STARRETT Books have done more to help dealers sell Starrett Tools than any other Starrett dealer help.

The apprentice of today is the machinist of tomorrow. "The Starrett Book for Machinists' Apprentices" teaches him not only how to do his work and how to handle his tools. It teaches him, too, how to appreciate the qualities of Starrett Tools. Every Starrett Book that goes into the pocket of a machinist or an apprentice further paves the way for the sale of Starrett Tools.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.



STARRETT TOOLS

STARRETT HACK SAWS

Sell Starrett Tools

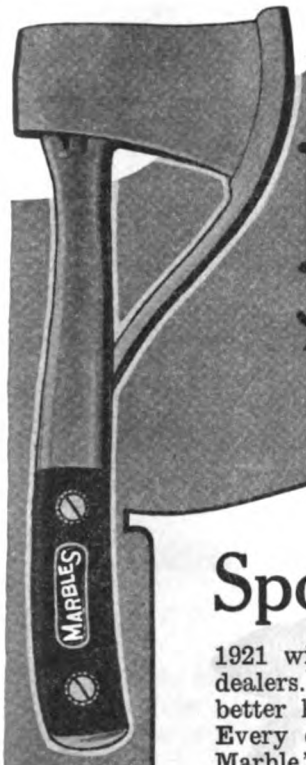
42-134

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1921

MARBLE'S

A Bigger Year for Dealers





Sportsmen's Specialties

1921 will be the greatest year in history for **MARBLE'S** dealers. Every newspaper and magazine carries a story of better health to the man who goes to woods and stream. Every outdoor magazine will contain page and half-page Marble's ads that move Sportsmen's Specialties from the dealer's shelves.

Stock each **MARBLE'S** article—There's a year round demand for every one of them. Remember every time you sell a man **MARBLE'S** Equipment you gain his friendship, for every item satisfies completely and lasts for years. They are fully described in the catalog—get your copy. Place an order **NOW** through your jobber—these prices are list. Liberal dealer discounts.



Safety Pocket Axe

Handiest tool a sportsman can carry—guard folds into handle. Blade of finest steel, 2⅜x4 in.; 11 in. steel handle, $3.25; 11 in. hickory handle, $2.00.

Jointed Rifle Rod

Best general purpose rod—can't wobble, bend, break. 3 brass sections, 2 steel joints, steel swivel, brass or steel. 26, 30, 34 in., cloth bag, $1.25.

Woodcraft Knife

An all purpose knife — curved blade finest steel, checkered at back to permit firm grip. Leather handle, $2.25. Stag handle, $3.00, leather sheath included.

Flexible Rear Sight

Known wherever guns are fired, **perfect rear sight,** for target or game. Stem is not rigid, won't break if struck, 2 discs. $4.00.



MARBLE ARMS & MFG. CO.

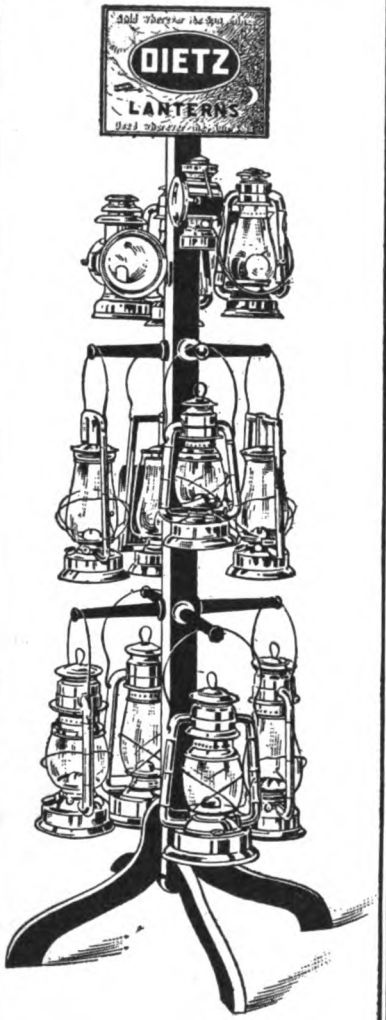
5380 Delta Ave. Gladstone, Mich.

Pacific Coast Representatives:
McDonald & Linforth, 739 Call Bldg., San Francisco, Cal.

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DIETZ
LANTERNS

"Safe as Sunshine"



R. E. DIETZ COMPANY
NEW YORK
Largest Makers of Lanterns in the world.
Founded 1840
Your Jobber Stocks DIETZ Lanterns

TWO LANTERN DISPLAYS



The Lantern Peddler of the Year 1750

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These men have pledged themselves to help you

IT was at the AutoStrop sales convention. They were discussing how manufacturers' salesmen could work with and assist the dealer.

Suddenly one of the men was on his feet.

"I tell you, men, that what we need is to co-operate with the dealer 100% more than we are doing now, and help each other do it.

"I move we pool the merchandising ideas we pick up in our territories and pass them on to our dealers. Let's give every AutoStrop dealer a chance to benefit from the experience of the whole AutoStrop sales force."

Before the meeting broke up the resolution herewith was unanimously passed

That afternoon man after man told the same story. Each one reported that in his territory the dealers who are awake to the best methods of merchandising are pushing the AutoStrop Razor. These dealers find that they get the greatest profit from selling an article that makes the customer a friend.

There is no reason why *your* razor showcase should not become one of the most important and profitable in your whole store. Take advantage of the practical business-building ideas the AutoStrop salesmen will be glad to contribute.

Write for our merchandising plan, or ask our representative when he calls.

AutoStrop Safety Razor Co.
New York Toronto London Paris

Resolution on trade co-operation by the AutoStrop Safety Razor Company sales force in convention assembled, January 10, 1921.

WHEREAS, the consensus of opinion of bankers, business men, sales managers and salesmen points to a resumption of prosperity in the near future, and,

WHEREAS, we believe it is the duty of every AutoStrop salesman to assist and cooperate with the retailer, in order that he can take advantage to the fullest extent of the returning prosperity now in sight,

BE IT THEREFORE RESOLVED, that the salesmen of the AutoStrop Safety Razor Company offer to their trade every possible suggestion and recommendation of value that will help to increase sales not only of AutoStrop Razors, but of other lines as well,

BE IT FURTHER RESOLVED, that any new or valuable merchandising and selling ideas which are discovered or observed by members of this sales force in any territory shall be forwarded immediately to the General Sales Promotion Department and distributed by this department to all other AutoStrop salesmen, whose duty it is to pass on these suggestions to every AutoStrop dealer who may desire to make use of them.

On razors, strops, blades, etc., hereafter manufactured by us we shall apply the trademark "Valet" in addition to the trademark "AutoStrop" as an additional indication that they are the genuine products of the AutoStrop Safety Razor Co., New York

VALET AutoStrop Razor

–sharpens itself

Digitized by Google

"A Good Thing Is Soon Caught Up"

—English Proverb.



Time was when bridges were built of wood—now steel is replacing wood for bridges and skyscrapers.

Once no one thought of using steel for our great vessels—now modern ocean liners and battleships prove the strength and resisting power of a steel construction.

As with bridges, skyscrapers and battleships—so with screw wrenches—STEEL is the metal and the COES is the wrench which defies wear and the elements.

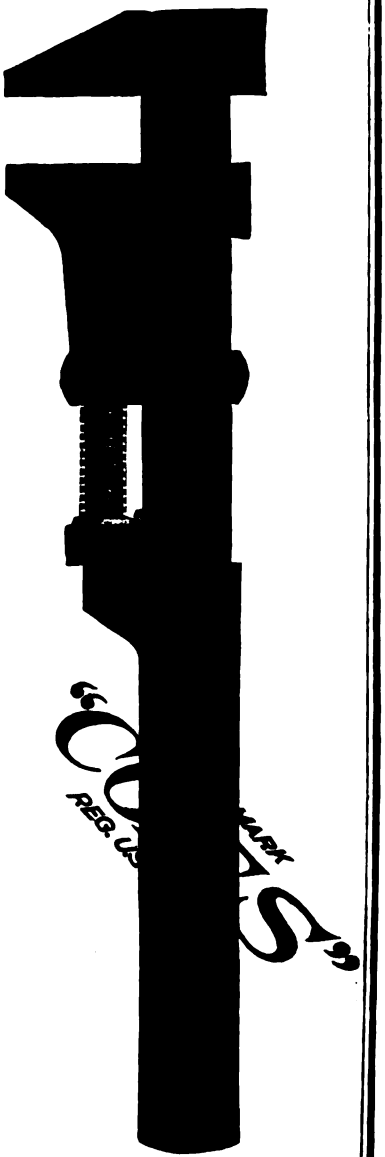
All of which goes to show that "A good thing is soon caught up."

Measured by its strength and the SERVICE it gives the COES ALL-STEEL WRENCH stands alone in its class.

The sturdy steel constructed COES is giving Jobbers and Dealers a grip on wrench sales that they have never experienced before.

Immediate delivery in all seven sizes from 6 to 21 inches.

All leading Jobbers handle the Coes.



"Cost a trifle more, but return the cost in SERVICE."

COES WRENCH COMPANY

Established 1841

WORCESTER, MASSACHUSETTS

AGENTS

J. C. McCarty & Co.
29 Murray St., New York

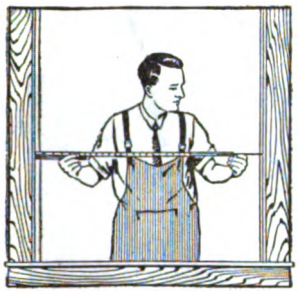
Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

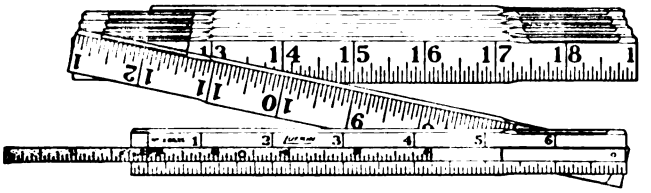
John H. Graham & Co.
113 Chambers St., New York

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LUFKIN RULES

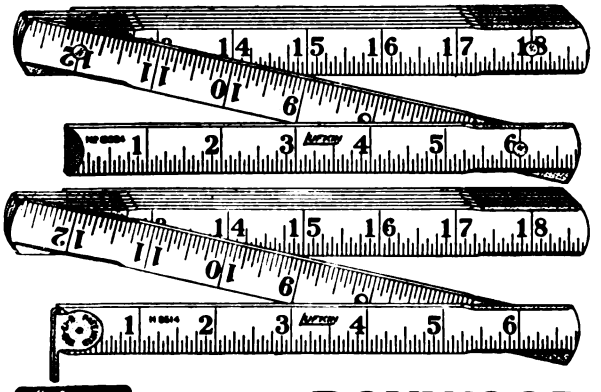
POPULAR PROGRESSIVE LINES





New Extension Spring Joint Rule
Made of Genuine Boxwood
No. X-8536—6-foot

The picture tells the story of its use. Fitted for taking inside measurements of openings, but appeals to mechanics also because it serves perfectly as a common rule in ordinary measuring.



SPRING JOINT RULES

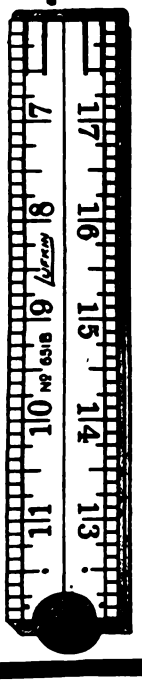
FULL LINE OF COMMON PATTERNS

Also These Rules With

Patent Folding End Hook

Just the thing for measuring out of arms reach.

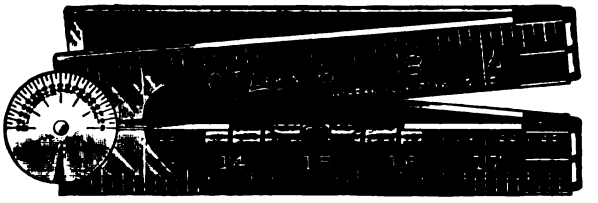
All Materials Carefully Selected
Sections Securely Assembled

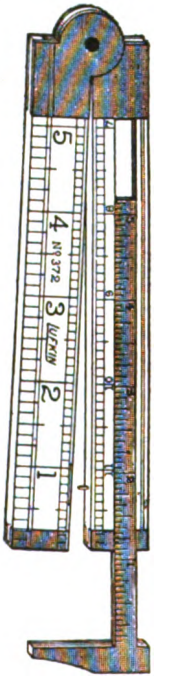


BOXWOOD RULES

Of Superior Quality

Improved Designs, High Finish and features such as Extra Legible Markings, etc.





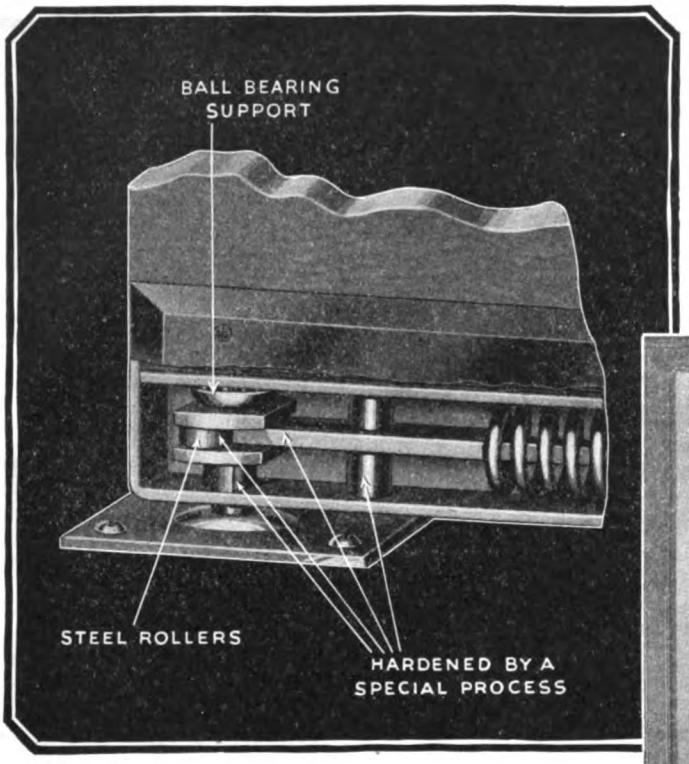
Specify LUFKIN Rules

Stocked by Your Jobber *Send for Catalogue*

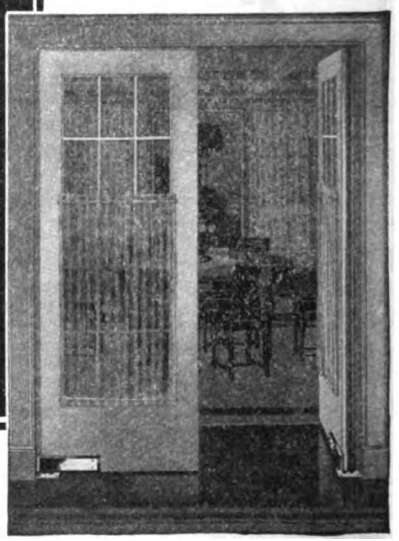
THE LUFKIN RULE CO.

New York SAGINAW, MICHIGAN Windsor, Ont.

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French Doors Hung on LAWSON Floor Hinges



This Hinge Is Made for

Long Wear and Hard Service

THE new Lawson No. 800 Floor Hinges are the lightest floor hinges on the market, AND—

They stand the gaff! WHY?

Because they are *constructed scientifically*, strong where strength is needed, friction eliminated where the wear comes.

All wearing parts are hardened by a special process. The plunger works against steel rollers without friction. The weight of the door is carried on ball bearings.

Result — light construction combined with greater strength and longer service. On a recent test, a Lawson No. 800 Floor Hinge, taken from a dealer's stock, was given 60,000 violent double swings on a 50 lb. door, *without any appreciable sign of wear.*

The Lawson No. 800 Floor Hinge is made with square bevel-edge reversible side-plates, all standard finishes. A better looking job, easily installed, and at low cost.

It is meeting with a steadily increasing demand from contractors and architects. This means large sales and quick turnover for dealers.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

Lawson Manufacturing Company
Dept. 7783, 230 W. Superior St., Chicago, Ill.

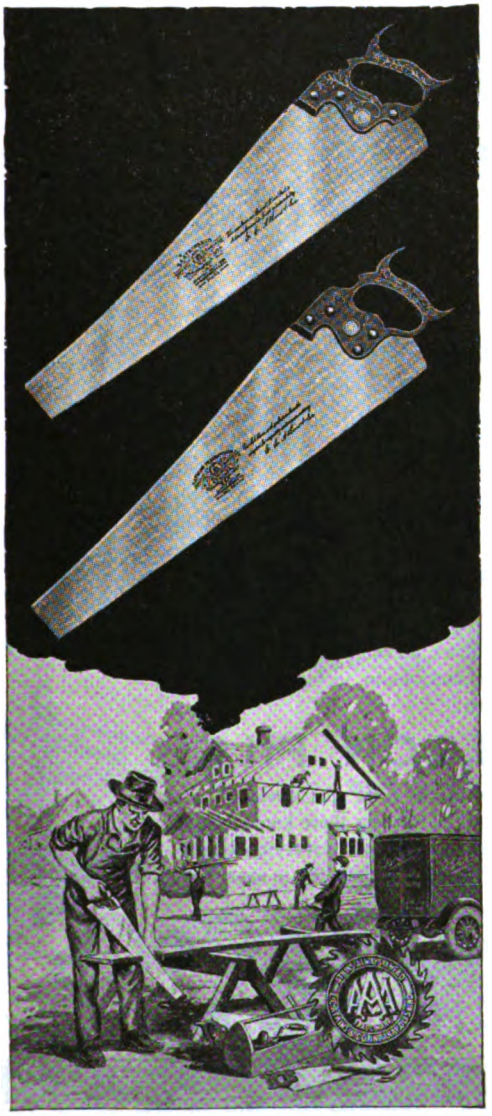
Eastern Representative
John H. Graham & Co.
113 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

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ATKINS
SILVER STEEL SAWS



TWO LEADERS

These saws are preferred by master carpenters.

The No. 53 has the Damaskeen Finish, Taper Ground, Skew Back with ribbon edge, and fitted with our famous PERFECTION Handle, embossed and highly polished.

The No. 51 is finished the same as the 53, except the handle, which is the Old Style Straight pattern.

Favorites with the best carpenters. Better get a stock to meet the big demand this year. This is the time to plan ahead for profits.

Write for "How To Sell a Saw," and free Advertising Service Catalogue.

E.C.ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

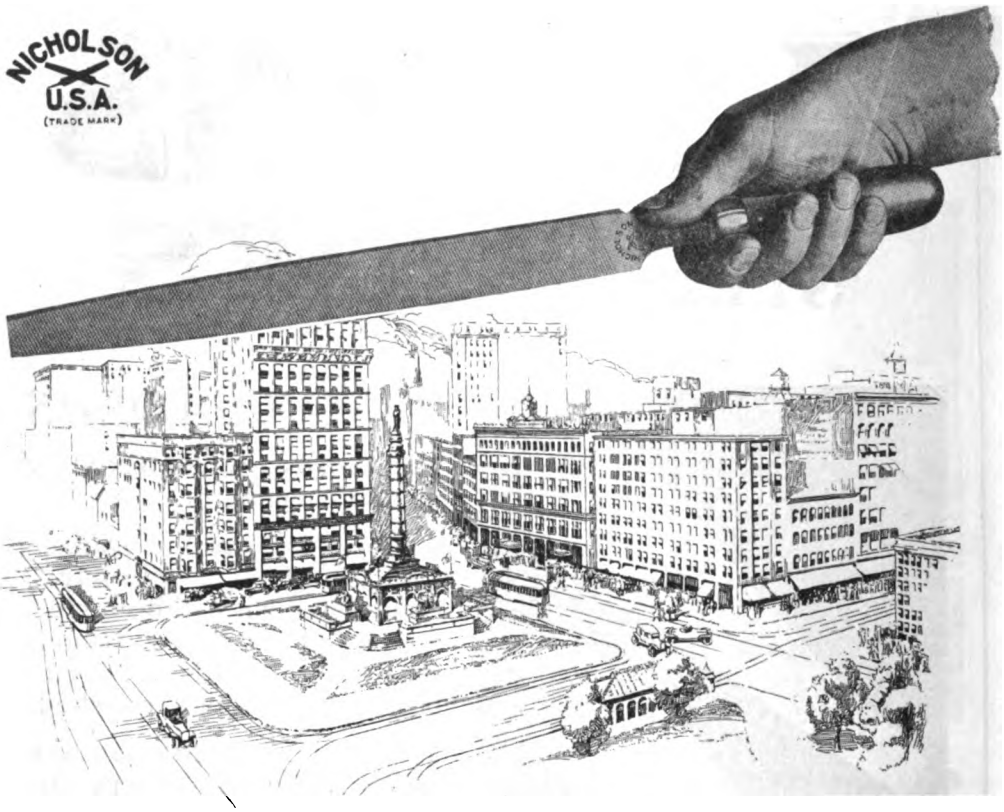
Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Cleveland

One of America's leaders in the building of steel merchant vessels, also in the production of wire nails. Second in making of hardware. Iron, steel, foundry and machine shop products, automobiles, auto trucks and clothing are other important manufactures in factories that employ nearly 100,000 workers.

NICHOLSON FILES

are firmly established in the favor of Cleveland's great army of producers. Metal workers there know them, use them, prefer them because of their unvarying quality—100% UNIFORMITY—twelve perfect files in every dozen.

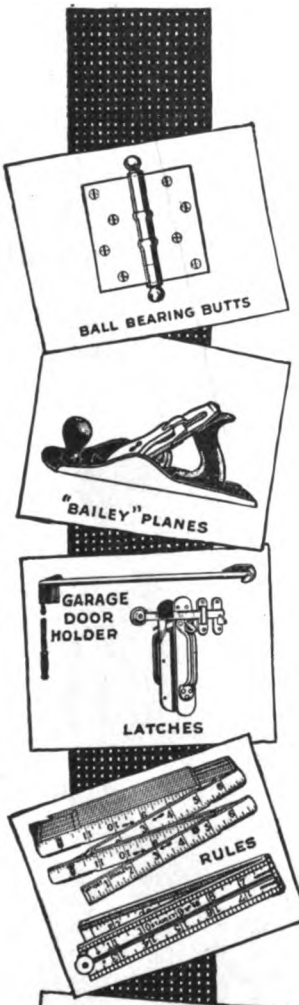
NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

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Our New Trade Mark!

STANLEY S.W.



Look for Considerable "House Brightening" this Spring

Most of the odd jobs around the house have had to "go begging" the last several seasons. Everything now points to a real old-fashioned spring brightening—gardens, garages, screen doors, stoop repairs and everything.

There will be a big demand for good wrought steel hardware and carpenters' tools—butts, hinges, hasps, planes, rules, hammers, screw drivers and chisels. Be ready for it. Carry complete stocks. Show the Stanley mark of quality on both lines—and sell both.

Have you a supply of the new Hinge and Hasp Booklet? Tell us how many you want, mentioning J3.

THE STANLEY WORKS

Main Offices and Plants:
New Britain, Conn.

Branch Offices:
New York, Chicago, San Francisco, Los Angeles, Seattle, Atlanta

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Meet the Growing Demand *for* All-Steel Refrigerators with the Gurney Athermos

HERE'S an All-Steel line that ***shows*** right and ***is*** right—a line whose attractive appearance creates an instantly favorable impression and whose construction is the last word in scientific refrigerator building.

Athermos refrigerators are made from deep drawing steel sheets riveted and seamed together so as to make them absolutely water tight.

They are heavily insulated with Flaxlinum sheets overlaid with two layers of heavy waterproof paper with ¾ inch of dead air space provided to assure complete non-conduction of heat. They are not affected by dampness and will last a lifetime. Two styles of enamel finish—pure white and battleship gray—are offered. Heavy bronze nickle-plated trimmings are used throughout.

Linings are all enameled, except for the removable Ice Chamber, which is of galvanized iron. The construction of the Athermos provides unobstructed circulation of cold dry air and our 100% efficient Sanitary Trap is used in it.



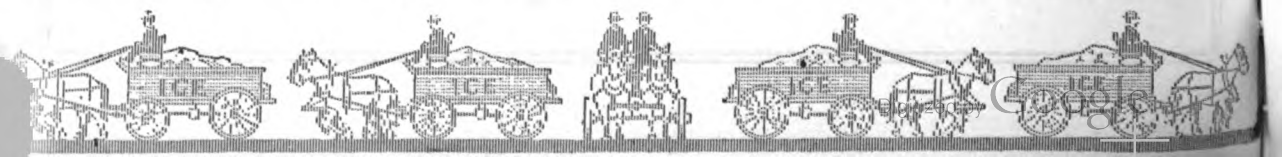
Beside the unequalled All-Steel Athermos, we manufacture a complete line of Wood Case Refrigerators in so many different styles and sizes that no Gurney dealer need ever lose a sale through inability to offer just what the customer wants.

Localized Selling Helps That Do Get Real Action

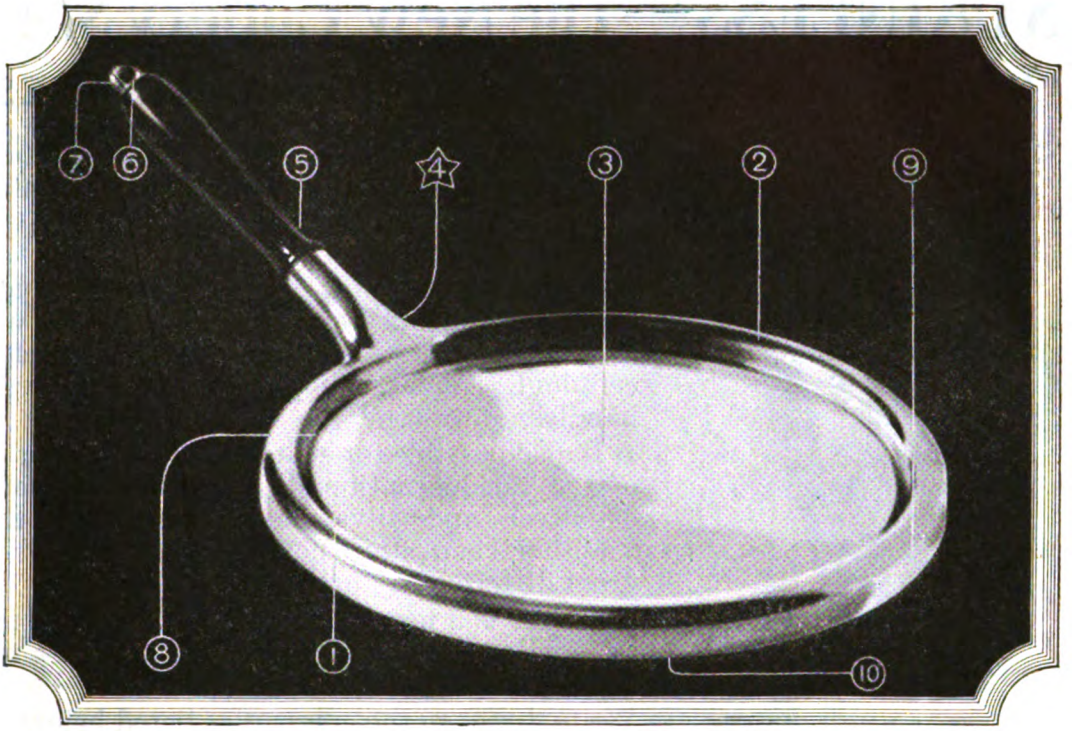
We back Gurney quality and Gurney reputation by giving Gurney dealers advertising aid that amounts to something—not mere "general publicity," but practical sales helps adapted to his community and his store. These helps will increase your refrigerator business. Write for details.

Shall we mail you one of our new catalogs?

Gurney Refrigerator Co., Fond du Lac, Wis.



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How We Help You Sell Mirro

First: We are making, in Mirro, an aluminum ware of superior quality and uncommon durability. To each article we attach a guarantee, which is also your assurance of satisfied customers.

Second: Through heavy Mirro advertising we are continuing a vast educational work which familiarizes women with Mirro utensils before they enter your store. Put them in contact with the goods, and Mirro practically sells itself.

Third: We supply you with direct sales helps, which are unusual both in appearance and in persuasion to buy. They consist of window and counter displays, miniature catalogs, lantern slides, and advertisements for your local newspapers.

All Mirro advertising, whether national or direct, emphasizes the famous Mirro features of convenience—as in this Mirro Griddle, for instance. If you are not a Mirro dealer, write for our dealer proposition.

1 Extra heavy sheet aluminum which takes heat quickly and retains it long. Thickness of metal prevents warping.

2 Shallow, slanting rim keeps batter from spreading and facilitates the turning of cakes.

3 Smooth baking surface needs no grease, thus eliminating smoke and odors.

☆*4* Handle socket is welded on.

5 Ebonized, detachable handle which insures comfortable handling.

6 Metal cap prevents splitting.

7 Bolt with large-size eye for hanging.

8 Rounded edges, easily cleaned.

9 Famous Mirro finish.

10 Famous Mirro trade-mark stamped into the bottom of every piece and your guarantee of excellence throughout.

Every Mirro Utensil Bears This Imprint

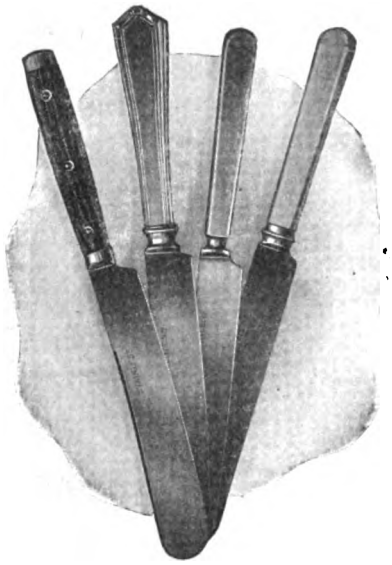
Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM
Reflects Good Housekeeping

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STAINLESS—The New Cutlery Steel

"NEITHER RUSTS, STAINS NOR TARNISHES"



THE steadily increasing demand for Stainless cutlery has encouraged manufacturers to make the most of the popularity that this novel feature has attained.

Stainless cutlery now on the market includes small paring and grape-fruit knives, as well as dinner and steak knives, with attractive celluloid, rubber, aluminum or "stainless" handles.

It is also possible to secure, as a special feature of the various nationally advertised patterns of silver and silverplate, the blades that "neither rust, stain nor tarnish," and at no great difference in price.

Stainless is a novel as well as a profitable line to handle—as a small introductory order will demonstrate.

Write direct to the companies listed below—it will pay you to investigate Stainless.

If you would turn out work of the **highest character,** there are two important things to be considered, QUALITY of MATERIAL and QUALITY of WORKMANSHIP. Because it has non-staining qualities, possessed by no other high-grade steels, Stainless must be considered a Material of Quality. The names of those companies manufacturing Stainless cutlery are guarantees of Quality of Workmanship.

Stainless cutlery is "made in America" by the following companies:

American Cutlery Company.....Chicago, Illinois
American Silver Co.....Bristol, Conn.
Clement Manufacturing Company.....Northampton, Mass.
Failor-Martin Corporation.....Bloomfield, New Jersey
International Silver Company.....Meriden, Connecticut
John Russell Cutlery Company.....Turners Falls, Mass.
Lamson & Goodnow Mfg. Co.....Shelburne Falls, Mass.
Landers, Frary & Clark.....New Britain, Conn.
Meriden Cutlery Company.....Meriden, Conn.
Northampton Cutlery Company.....Northampton, Mass.
Reed and Barton Corporation.....Taunton, Mass.
Rogers, Lunt & Bowlen.....Greenfield, Mass.
Simeon L. and George H. Rogers Co...Hartford, Connecticut
Wm. A. Rogers, Limited.....Niagara Falls, New York
Shelton Tool and Machine Co.....Derby, Connecticut
The Watson Co.....Attleboro, Mass.
R. Wallace & Sons Mfg. Co.....Wallingford, Conn.
Washington Cutlery Company.....Watertown, Wisconsin
Winchester Repeating Arms Co.....New Haven, Conn.

AMERICAN STAINLESS STEEL COMPANY

1543 Oliver Building, Pittsburgh, Pa.

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MAKE YOUR SALE A SUCCESS

Handle

American Maid Aluminum Ware

The Popular Price Line

A Good Sales Feature



A Quick Profit Maker

"American Maid"

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the

American Maid Line

Mr. Dealer: You will find every housewife an enthusiastic buyer for

American Maid Ware

—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

Ask Your Jobber for American Maid Aluminum Ware

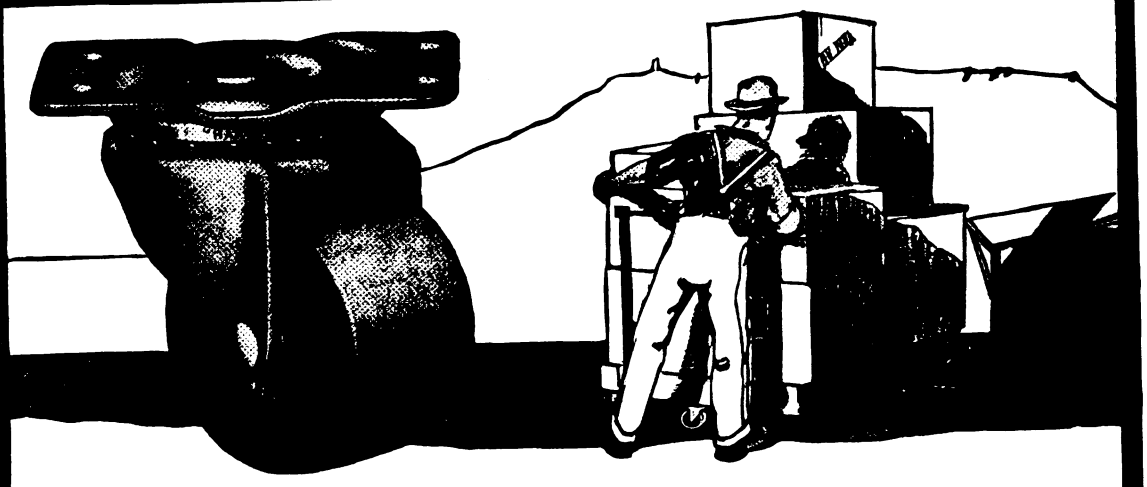
Manufacturers

ILLINOIS PURE ALUMINUM CO.

LEMONT, ILLINOIS, U. S. A.

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BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?



The Bassick Company

Which is a consolidation of—
The Universal Caster & Foundry Works
The M. B. Schenck Company
The Burns & Bassick Company

Write for descriptive circular No. 200 W

General Offices
BRIDGEPORT - CONN.

PRODUCT

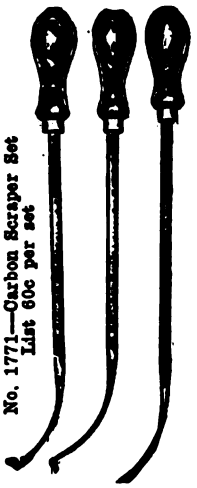
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THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



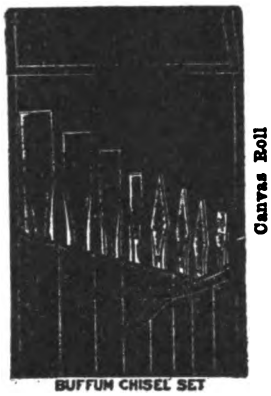
No. 1771—Carbon Scraper Set
List 60c per set



"Special" Knurled Sickel or Pin Punch
Blued

No. 285-C—Reliable Chisel Set

Warranted Chisels—Oil Finish Body, Polished Ends, Spread Points

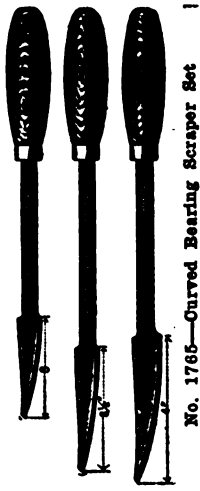


Canvas Roll

List Price—$2.00 Set



Machinist's Blued Auto Punch



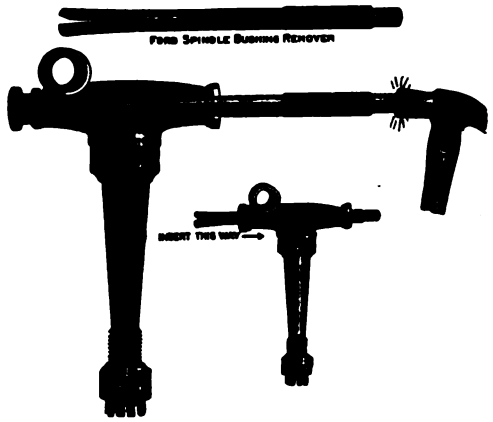
No. 1765—Curved Bearing Scraper Set
List $1.50 per set



No. 1754—Three-Cornered Bearing Scraper
List 25c each

These are the tools every automobile owner needs.

Display them and you will make sales.



Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel. List per doz. $9.00

If your Jobber cannot supply you, write to us or our agents.

C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building
693 Mission Street - - San Francisco, California

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Every User Is Your Salesman



Seattle, Wash.—"Best system we have ever had. We have recommended it to all our friends."—John T. Frater.

Brandywine Summit, Pa.—"We take pleasure in recommending it to everyone."—Samuel T. Ritter.

Port Washington, Wis.—"Since I installed the Convector, there are three more in my neighborhood."—A. Freier.

Princeton, Mo.—"I recommend your Convector to everyone."—B. S. Powell, M. D.

More than 166,000 Homes and Buildings Are Mueller Heated

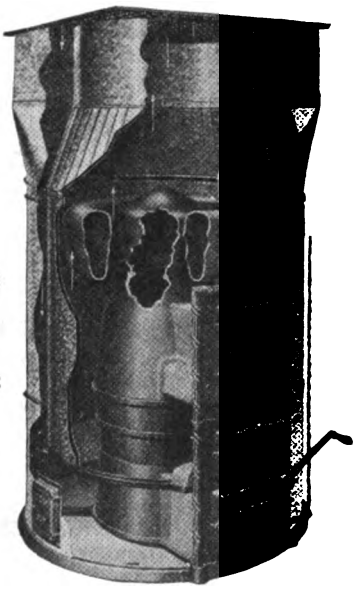
IN every home in which you install a Mueller "Big 3" Convector you have made friends who will bring you more business. The whole family talk about the increased comfort, convenience and economy of this remarkable heating system. One in a neighborhood soon means more. This is the experience of every merchant who sells the

Mueller "*Big 3*" CONVECTOR

(Pipeless Heating System)

Extracts from letters on this page are only four from thousands. This improved pipeless system wins the hearty recommendation of every user. Its three big exclusive features insure better heating, big fuel saving, longer life. Sold under a positive guarantee to heat every room in the house. Consistent national advertising, excellent jobber distribution and the unquestionable reputation and stability of the L. J. Mueller Furnace Company add to the bright outlook for Mueller Merchants.

Send for folio, "A Plan for Profit," giving details of the Mueller Advertising and Dealer Sales Help Plan. Learn about the Mueller Guarantee, Special Discounts, etc. Be prepared to sell the market at your door.



Sectional View of "Big 3" Convector

L. J. Mueller Furnace Company

233 Reed Street, Milwaukee, Wis.

Established 1857

Makers of Warm Air, Steam, Vapor, Vacuum and Hot Water Heating Systems

DISTRIBUTORS

The Salt Lake Hdwe. Co., Salt Lake City, Utah, and Pocatello, Idaho; Holbrook, Merrill & Stetson,, San Francisco and Los Angeles, Calif.; Richards & Conover Hardware Co., Kansas City, Mo., and Oklahoma, Okla.; The Jackson Hardware Co., Aberdeen, So. Dakota.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn.; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Portland, Ore.; Wenatchee, Spokane, Seattle, Wash.

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Construction Features Show Durability

A CAREFUL reading about how Nesco Perfect Oil Cook Stoves are built will acquaint the reader with special features and show that the stoves are built for service Thus retailers and their salesmen can more surely make sales.

The feed pipe line is made from heavy wrought iron pipe. To avoid danger of leaking and possibility of breaking at the joint, this pipe line is welded to the sub-tank. The upright branch pipes for each burner are welded to the main line. There is no solder to crack and allow leaks. Then the sub-tank. This tank is one piece drawn into shape and heavily lead coated. Where the pipe line enters there are heavy flanges that fit around the pipe, one inside the tank, the other outside. For support a steel bracket is fastened to the sub-tank and to the stove top.



The Four-Burner Nesco

The stove itself is very substantial; extra heavy steel is used throughout. The stove top is reinforced with "U" bars welded to the underside. The legs are straight, fully supporting without jarring; they do not spread out and cause tripping when working around the stove.

NESCO PERFECT

OIL COOK STOVES

Sturdy expresses the impression one gets when looking at the stove.

Stove tops are 31 inches from the floor—just right for cooking. 17½ is the width, while the stove body is 14 inches wide. An extra shelf 8 x 10 sets over the glass supply tank.

Stove holes are round—so are cooking utensils—so is the flame, a natural shape.

The Japan finish is beautiful. All the horizontal surfaces are jet black, the uprights, except the legs, are a beautiful Nesco Grey with sort of a greenish hue—suggestive of cleanliness, the kind that can be cleaned and that looks beautiful.

Thus you see the stove is built for service.

Combine these construction features with burning qualities and the exclusive Rockweave Wick and you have a stove that sells satisfaction—the sort that helps your reputation and profits.

Such is the NESCO PERFECT OIL COOK STOVE.

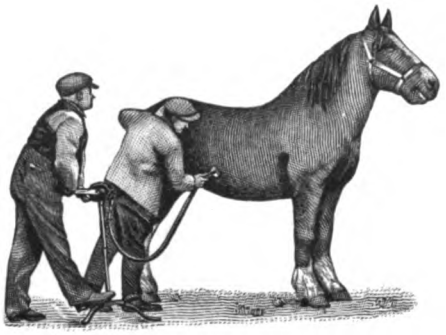
Ask for catalog No. 29 fully illustrated in color.

National Enameling & Stamping Co.

St. Louis — Granite City, Ill. — New York — Milwaukee
Baltimore — Chicago — New Orleans — Philadelphia

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Make Stewart Clipping Machine Profits Now



Every Horse and Cow Owner a Likely Customer



Horse and cow owners everywhere know it pays to clip horses and cows, and they will have Stewart Machines, regardless of times and conditions. They cost little in proportion to results.

In our experience of thirty years Stewart Machines have always sold in the spring—the dealer who takes his out of the boxes and sets them up in his store and window invariably gets the business. Don't hide your Stewart Machines in the basement—get them out and let them talk for you.

Sell the Owners of Dairy Cows

A big field. Clipping on udders and flanks as an aid to clean milk production—now till late in the spring. All over spring clipping for summer comfort. Clipping before freshening. Clipping to drive out lice and ticks. Every use a sales possibility.

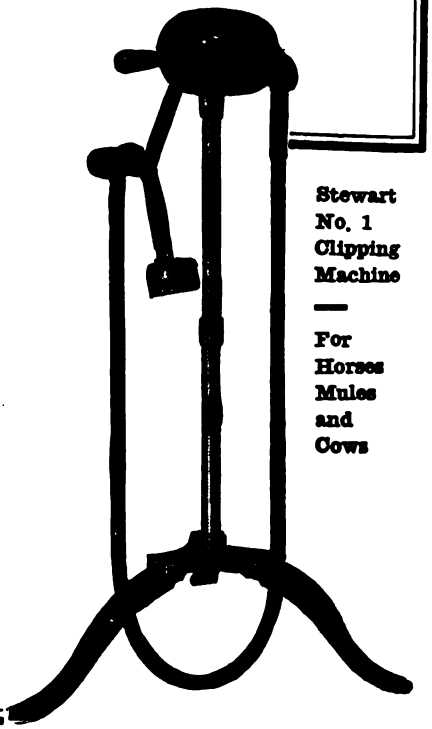
Sell Every Horse and Mule Owner

Horses and mules can't deliver 100% service ulesss their heavy winter coats are clipped. Every horse owner who clips knows this—get after every prospect. Over 23,000,000 horses in America.

Mr. Helps U. Sellem Will Help You

Window display material—limited supply—write quickly.
Cuts for newspaper advertising.
Folders for your customers.

Get some machines in your window — they'll sell themselves. And don't forget that stock order to your jobber TODAY.



Stewart No. 1 Clipping Machine

—

For Horses Mules and Cows

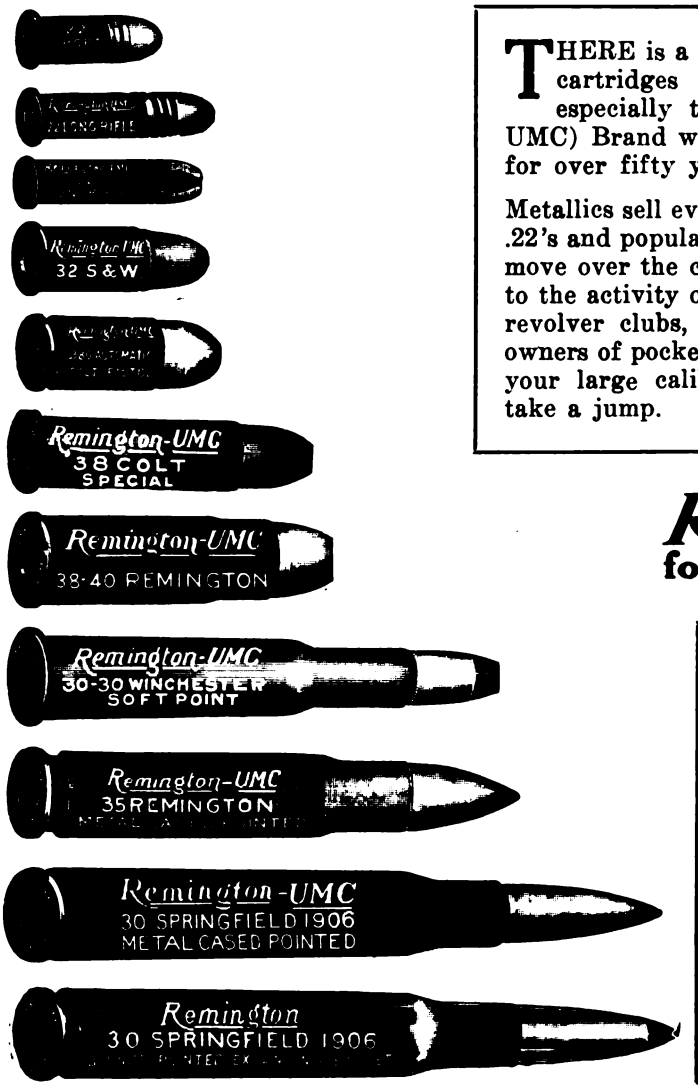
Chicago Flexible Shaft Company

5604 Roosevelt Road, Chicago, Ill.

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REMINGTON
UMC

A Profitable Line to Handle



THERE is a uniform demand for metallic cartridges the year 'round. This is especially true of the Remington (old UMC) Brand which has been on the market for over fifty years.

Metallics sell every month in the year. Your .22's and popular pistol and revolver calibers move over the counter steadily. This is due to the activity of small bore rifle, pistol and revolver clubs, and to the requirements of owners of pocket arms. In the hunting season your large caliber metallic sales naturally take a jump.

Remington
for Shooting Right

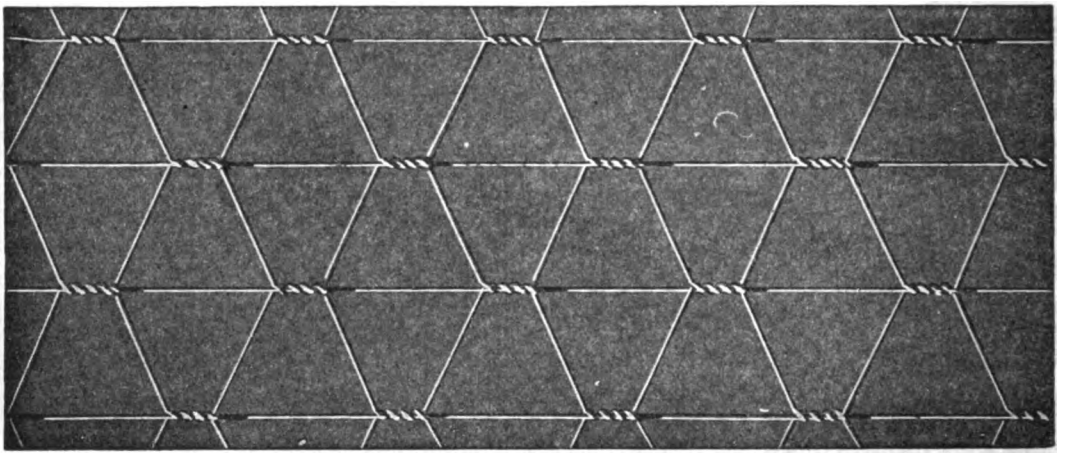
FROM coast to coast Remington metallics have the call for sporting, target and military work. Thousands of shooters will accept nothing but the Red Ball Brand because they have tried it out under every conceivable condition and have found it dependable and accurate. The Remington line includes cartridges for every standard make of rifle, pistol and revolver.

Remington products are sold exclusively through the wholesale trade

Remington Arms Company, Inc.
Woolworth Building, New York City
(Successor to The Remington Arms Union Metallic Cartridge Co., Inc.)

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

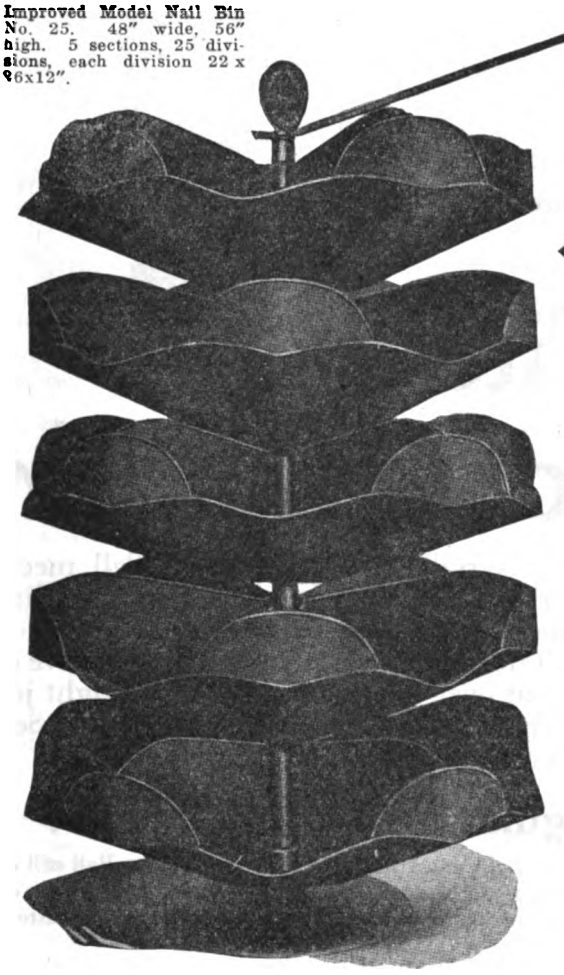
SELLING AGENTS

San Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition

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Time and Space——



Improved Model Nail Bin No. 25. 48" wide, 56" high. 5 sections, 25 divisions, each division 22 x 26x12".

The "ECLIPSE"

Nail Bin will save both for you

Have you ever figured the rental value of the profitable display space used by your old style counter nail bins?

Do you know how much it costs you in waste of time to sell nails from counter bins when your clerks might be occupied in more profitable work?

Do you know how much you lose through giving over weight because it's easier to throw in a few extra nails than to return same to the bin several steps away?

Important considerations, in these times of high prices and high salaries.

The Eclipse nail bin eliminates all the waste from the selling of nails. It occupies but a few square feet of floor space yet is large enough to hold a keg each of all sizes. It saves 10 lineal feet of counter space which can be used for displaying other merchandise more profitable than nails.

The Eclipse Improved Bin is solid all steel construction with sections that revolve individually on full metallic ball bearings. Capacity of 100 pounds per bin, 5 bins to the section and 5 sections.

Spring scales swing in direct line with where you are weighing out. No trouble, no waste—just efficiency.

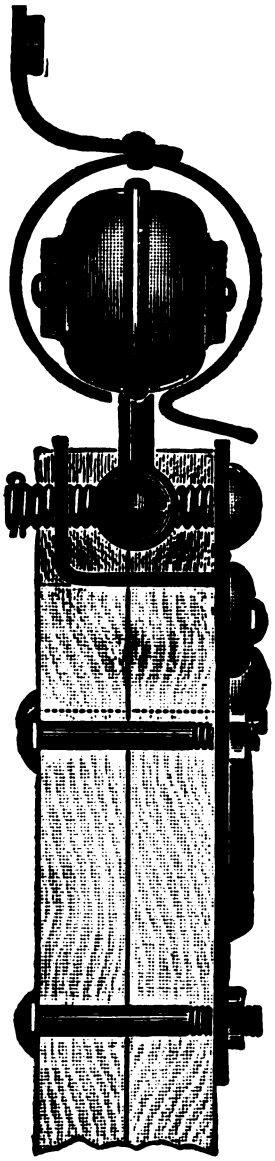
More than 6,000 concerns are using the Eclipse and not one of them would go back to the old style bins.

If your jobber does not sell the Eclipse, write us direct, or just tear out this page and send it in. Full information and prices will be forthcoming promptly.

THE WELLSTON MANUFACTURING CO.

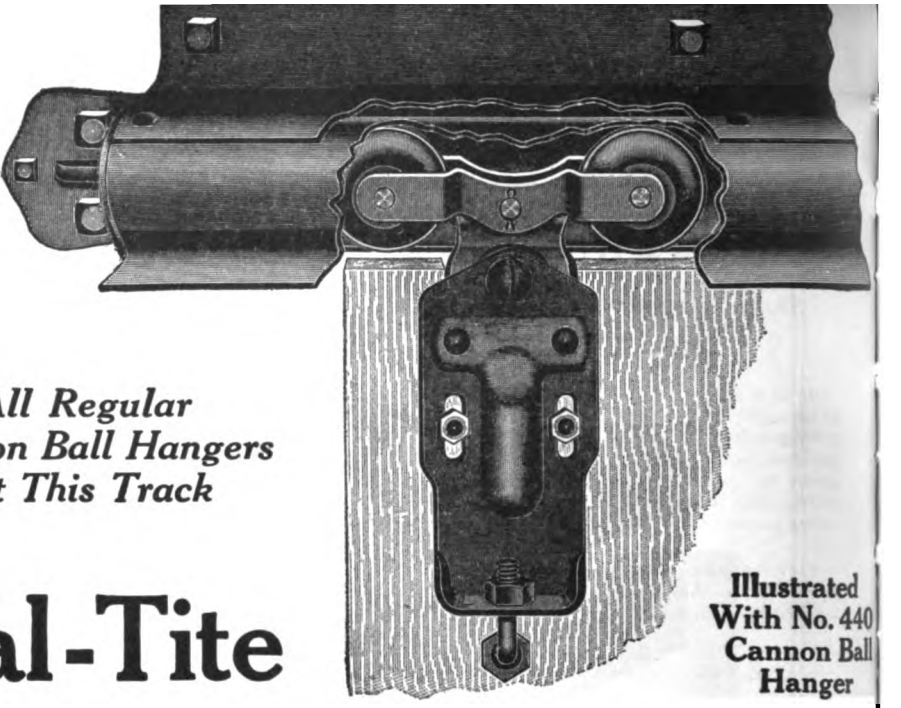
WELLSTON, OHIO, U. S. A.

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Sectional View of Seal-Tite Canon Ball Track

Tight fitting shed above the track keeps rain, sleet and snow from getting behind the door; a flange extending out from under the track keeps winds from blowing in between the door and the track.



All Regular Cannon Ball Hangers Fit This Track

Illustrated With No. 440 Cannon Ball Hanger

Seal-Tite Cannon Ball Track

The reliable, universally known Cannon Ball mechanical merit with a storm-proof shed over the top of the door. Seal-Tite Cannon Ball Track makes a solid connection with the building. The elements can't get in from above and the apron reaches out over the door and makes a tight joint between the outer edge of the door and the track. Seal-Tite Cannon Ball Track in 3, 4, 6 and 8 ft. lengths.

Regular Cannon Ball, Too!

The most popular tubular track on the market. Cannon Ball still comes in compact crates which can be stored under the counter. For barn doors the Cannon Ball Line of hangers and track fits every need, taste, desire, fad and fancy.

Cannon Ball Garage Fixtures

No matter what the shape or size of the garage—no matter where the doors have to go, there's a set of fixtures in our line that will do the work well and permanently satisfy the man you sell 'em to.

Get the Star Catalogs—They're Worth Sending for

Hunt, Helm, Ferris & Co.

Harvard, Illinois — *Complete Barn Outfitters* — Albany, New York

Designers and Manufacturers of

The **STAR** LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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DU PONT

THE STANDARD SHOTGUN POWDER

Get an *Extra* Turnover This Year on Your Stock of Shotgun Shells

THE cranks who ask for "special" loads are comparatively small in number. Nevertheless many dealers have tied up thousands of dollars in slow-moving stock through attempting to accede to their whims.

The Du Pont Company, with the hearty backing of the Loading Companies and the Jobbers, is taking strenuous action to remedy this situation.

We know what loads give the most satisfactory results for each kind of shooting. These are contained in the table shown below. These are all the loads that any shooter can possibly need in any section of the country.

We are recommending these standard loads to every shooter we can reach through the sportsmen's magazines or in person. This campaign which started last year has already had its effect. It will bring even greater results in the fall of 1921.

Get an extra turnover on shotgun shells this year. Put in a concentrated stock of Du Pont Standard Loads. Order from this table.

Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot	SIZES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	4, 5, 6 or 7
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼	5, 6, 7 or 8
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 7½
Pheasants	3	24	3¼	1⅛	5, 6, 7 or 7½
Geese	3½	28	3½	1⅛	4, 3, 2, 1, or BB
Wild Turkey	3½	28	3½	1⅛	4, 3, 2 or 1
Squirrel, Rabbits	3	24	3¼	1⅛	6 or 7
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛	6, 7 or 8
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛	7½, 8 or 9
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛	8, 9 or 10
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼	7½ or 8

Facts that Every Dealer Should Know about Du Pont

It is a fact that the pressure generated by "Du Pont" Powder averages 10% less than any other powder made, and the velocity given to the shot is GREATER than that obtained from any other powder.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the closest patterns.

* * *

—it is the cleanest burning powder made.

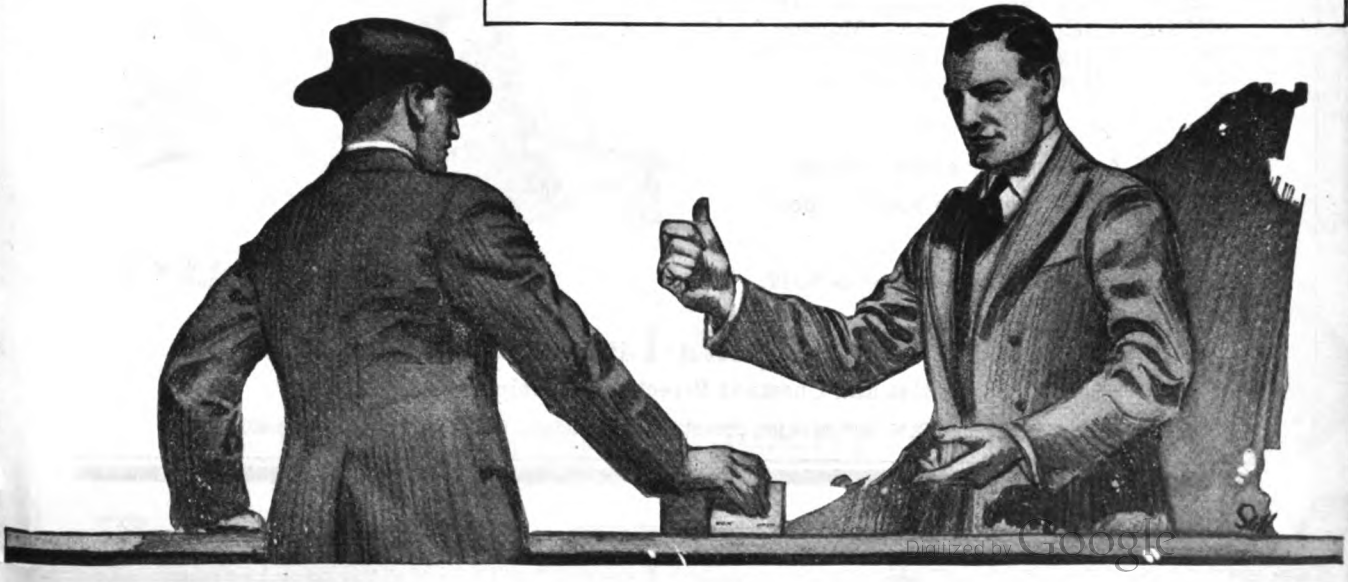
* * *

—it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

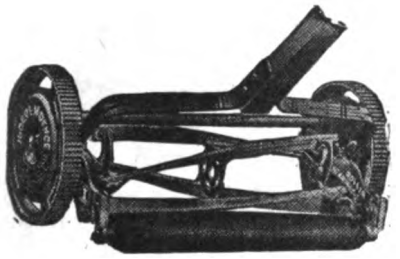
A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.



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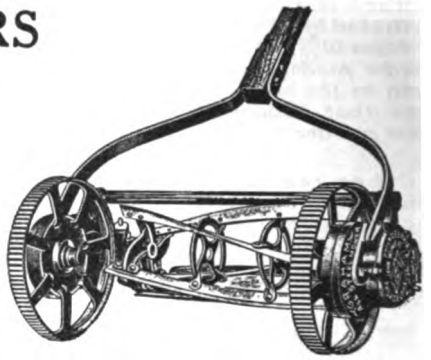
GENUINE "PHILADELPHIA" LAWN MOWERS



Style "K" Plain and Roller Bearings. 5 blades.

Most Popular and Highest Grade Mower in the World

THE ORIGINAL
THE OLDEST
THE BEST



Styles "Graham" and "A" All Steel. Practically Indestructible.

Handle the Lawn Mower that requires the least "push"—both to USE and to SELL

Since 1869 the name ***"PHILADELPHIA"*** has been associated with the **highest grade** Lawn Mowers everywhere. All of these Fifty-Two years being devoted by the makers to a specialized study of Lawn Mowers and nothing else.

Remember, the sole purpose of a lawn mower is to cut grass. No other machine has even been made that cuts grass like ***"PHILADELPHIA"***

The most perfect in material and construction. The famous Vanadium Crucible Steel Blades, and the Bearings bored to rifle barrel accuracy, being features that have made the name ***"PHILADELPHIA"*** worth remembering when buying Lawn Mowers.

To supply the constantly increasing demand, we are making the Genuine ***"PHILADELPHIA"*** Lawn Mowers in 18 styles of Hand, 3 styles of Horse and 2 styles of Motor—all Highest Grade.

A Mower for every purpose
Are you ready to supply them?

Send for Catalog and Discounts NOW

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers, the GENUINE "PHILADELPHIA" are the very finest that can be produced.

Write for FOLDER giving details.



MOTOR Mowers, 30-inch walking type; 40-inch riding type; combination lawn roller and lawn mower.

The Philadelphia Lawn Mower Co.

31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents

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From Maine to California
—*Everywhere*
—and Right to Your Customers

IN millions of homes throughout the length and breadth of the United States—right in the homes of your community—Coleman Quick-Lite advertisements are telling the story of the most popular portable lights ever invented. Each month, each week, these artistic, forceful messages command attention and create the desire for these lamps and lanterns that are safe, clean and beautiful—modern to the minute—and give an abundance of pure-white light at surprisingly little cost.



Coleman Quick-Lite
Lamps and Lanterns

The demand for Quick-Lite Lamps and Lanterns is supplied through dealers. With a constant national advertising campaign that makes an appeal in every community of our land; with dealers' helps, store cards, circulars, slides, booklets, etc., *live* merchants everywhere are making big profits, steadily.

Special Notice to Dealers: If you are not one of the 20,000 dealers who are now selling Coleman Quick-Lite Lamps, Lanterns and Lighting Plants, send at once for the latest Quick-Lite catalog. Let our Dealer Co-operation Department tell you about the Quick-Lite selling stunts that attract new customers to your store and help you sell more than your quota. Selling Quick-Lites is a profitable business within itself. Don't delay. *Write today!*

The Coleman Lamp Company
Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Wichita St. Paul Toledo Dallas Los Angeles Atlanta Chicago

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Stop! Look! Think!



OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

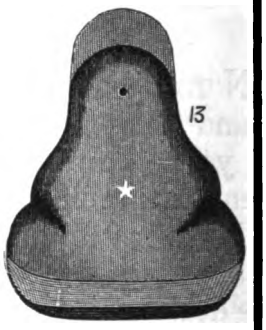


consisting of the most salable and profitable sizes, viz:

8 Gross Rubber Head Nails.
4 100/144 Gross Bumpers.
17 Doz. Slotted Screw Tips.
4 Doz. Wood Peg Tips.
3 Doz. Patent Rocking Chair Tips.
4 Doz. Stetson's Combination Cushion Chair Tips.









"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic" Assortment.
Name.....
Address.....
Hardware World.

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

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DOMES *of* SILENCE

Counter Displays Sell Goods

AUTOMATICALLY reducing selling costs to the minimum. The experience of many merchants proves this. If you have not already utilized our counter display, why not profit by the experience of others. Put the

DOMES *of* SILENCE DISPLAY PACKAGE

on your counter. Sales of these efficient slides are sure to increase.

ORDER FROM YOUR JOBBER TO-DAY special assortment H1 consisting of ¼ gross sets each of the following sizes: ⅜" ¾" ⅝" ½". Domes of Silence save floors, rugs and furniture. Steady profit earners everywhere.

Henry W. Peabody & Co. **17 State Street, New York**

Domes of Silence Division

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(OVER)

Here are the jobbers who already have the NEW Domes of Silence display package in stock:

Los Angeles, Cal.
California Hdwe. Co.
Union Hdwe. & Metal Co.
Henry P. Hoffman Whol. Hdwe. Co.
Harper & Reynolds
Southwest Hdwe. Co.
Peerless Products Co.

San Francisco, Cal.
Dohrman Commercial Co.
Dunham, Carrigan & Hayden Co.
Sloss & Brittain
Hulse-Bradford Co
Baker, Hamilton & Pacific Co.
D. N. & E. Walter & Co.
The Heyman Weil Co.

Sacramento, Cal.
The Schaw-Batcher Co.

Oakland, Cal.
Maxwell Hdwe. Co.
C. L. Greeno Co.
A. Schlueter & Co.

San Diego, Cal.
Whitney & Co.

Denver, Colorado
The Morey Mercantile Co.
Geo. Tritch Hdwe. Co.
Wm. Volker & Co.

Bridgeport, Conn.
The Bassick Co.

Hartford, Conn.
Clapp & Treat, Inc.
The Tracy, Robinson & Williams Co.
L. S. Knoek & Co.

New Haven, Conn.
The John E. Bassett & Co.
Bronson & Townsend Co.

New London, Conn.
G. M. Williams Co.

Cairo, Ill.
Woodward Hdwe Co.

Chicago, Illinois
Hibbard, Spencer, Bartlett & Co.
Carson, Pirie, Scott & Co.
Lussky, White & Coolidge, Inc.
Marshall Field Co.
S. A. Maxwell & Co.
E. Silverman Sons
Butler Bros.
Rehm Hdwe. Co.
Fuller Morrison Co.
Bullard & Gormley Co.
Albert Pick & Co.
F. A. Rauch & Company

Decatur, Ill.
Morehouse & Wells Co.

Quincy, Ill.
Tenk Hdwe. Co.

Evansville, Indiana
Clifford Hdwe. Co.
Frank Heyden
Boetticker & Kellogg Co.

Indianapolis, Ind.
Van Camp Hdwe. & Iron Co.

Burlington, Iowa
Drake Hdwe. Co.

Davenport, Iowa
Sickles & Preston Co.

Des Moines, Iowa
Brown-Camp Hdwe. Co.
L. H. Kurtz & Co.

Fort Dodge, Iowa
Prusia Hardware Co.

Keokuk, Iowa
A. Weber Co.

Ottumwa, Iowa
Haw Hardware Co.

Sioux City, Iowa
Dymond-Simmons Hdwe. Co.
Knapp & Spencer Co.

Waterloo, Iowa
Cutler Hdwe. Co.

Atchison, Kansas
Blish, Mize & Silliman Hdwe. Co.
The Klostermeier Bros.

Salina, Kansas
Lee Hdwe. Co.

Wichita, Kansas
Simmons Hdwe. Co.

Louisville, Ky.
Belknap Hdwe. & Mfg. Co.
Otis Hidden & Co.

New Orleans, La.
United Hdwe. Co.
A. Baldwin & Co., Ltd.
Pitard-Saxton Hdwe. Co., Inc.

Pittsfield, Mass.
Pierson Hdwe. Co.

Springfield, Mass.
Carlisle Hdwe. Co.

Detroit, Mich.
Buhl Sons Co.
Standart Bros. Co., Ltd.

Saginaw, Mich.
Morley Bros.

Grand Rapids, Mich.
Foster, Stevens & Co.
Michigan Hdwe. Co.
Paul Steketee & Sons

Minneapolis, Minn.
Butler Bros.
Janney, Semple, Hill & Co.
Hall Hdwe. Co.
Simmons Hdwe. Co.

Duluth, Minn.
Kelly-How-Thomson Co.
Marshall-Wells Co.

St. Paul, Minn.
Adam Decker Hdwe. Co.
Farwell, Ozum, Kirk & Co.
Hackett Gates-Hurty Co.
G. Sommers & Co.

Kansas City, Mo.
Townley Metal & Hdwe. Co.
S. A. Maxwell & Co.
Bunting Hdwe. Co.
Richards & Conover Hdwe. Co.
Abernathy Furniture Co.
Wm. Volker & Co.

Bangor, Maine
Haynes & Chalmers Co.

Lewiston, Maine
Hall & Knight Hdwe. Co.

Portland, Me.
The Emery Waterhouse Co.
Talbot, Brooks & Ayer
Edwards & Walker Co.

Baltimore, Md.
Eastern Hdwe. & Supply Co.
Meyer & Thalmeier
American Wholesale Corp.

Boston, Mass.
W. T. Hight & Co.
Burditt & Williams Co.
Chandler & Farquhar Co.
Decatur & Hopkins Co.
Atlantic Coast Hdwe. Co.
Bigelow & Dowse Co.
Geo. S. Harrington Co.
J. J. Richards Co.
Simmons Hdwe. Co.

Cambridge, Mass.
J. L. Hammett Co.

Fitchburg, Mass.
Fitchburg Hdwe. Co.

St. Joseph, Mo.
Wyeth Hdwe. & Mfg. Co.

St. Louis, Mo.
Butler Bros.
Blackwell-Wielandy Book & Stationery Co.
Ely & Walker Dry Goods Co.
Southern Hdwe. & Supply Co.
Rubelman-Lucas Hdwe. Co.
Simmons Hdwe. Co.
Geller, Ward & Hasner Hdwe. Co.
Shapleigh Hdwe. Co.
Witte Hdwe. Co.
Specialty Hdwe. Co.

Billings, Montana
Billings Hdwe. Co.

Lincoln, Nebraska
Pieper Bros.

Omaha, Neb.
Wright & Wilhelmy Co.

Keene, N. H.
Spencer Hdwe. Co.

Newark, N. J.
Banister & Polard Co.
John Giesinger & Co.
Roy & Conover

Paterson, N. J.
J. A. Van Winkle & Co.

Albany, N. Y.
Albany Hdwe. & Iron Co.

Hudson, N. Y.
J. C. Rogerson & Co.

New York City
Masback Hdwe. Co.
Butler Bros.
C. H. & E. S. Goldberg
Hammacher, Schlemmer & Co.
R. K. Carter Co.
Chas. Cordts & Co., Inc.
Hdwe. House of America
E. Tilman & Sons, Inc.
Mathews, Richardson & Co.
W. L. Blumberg & Co.
R. Christensen
Benz, Intermann & Granett, Inc.
Wm. Goldenblum & Co.
Gould Mersereau Co.
Chas. Kurzon & Co.
Neal & Brinker Co.
Sickels-Loder Co.
Chas. H. Pratt
Chas. J. Smith & Co.
C. A. Baynon
Benjamin Gillespie Co.
Neuss Hesslein & Co., Inc.
Underhill, Clinch & Co.
James S. Barron & Co.
Rothbaum & Linwand
Semer Hdwe. Co.
M. Shiffman & Son
American Dry Goods Co. of N. Y.
Simmons Hdwe. Co.
Hamilton Hdwe. Co.
Joseph F. McCoy Co.
Topping Bros.

Binghamton, N. Y.
Crocker & Ogden Co.
Babcock, Hinds & Underwood

Buffalo, N. Y.
H. D. Taylor Co.
Weed & Co.
Buffalo Wholesale Hdwe. Co.
Beals, McCarthy & Rogers

Elmira, N. Y.
Barker, Rose & Clinton Co.

Fort Plain, N. Y.
G. H. McCormick

Hornell, N. Y.
The Frank B. Peck Co.

Ithaca, N. Y.
Treman, King & Co.

Kingston, N. Y.
L. S. Winne & Co.

Malone, N. Y.
H. D. Thompson & Co.

Plattsburgh, N. Y.
M. P. Myers & Co., Inc.

Rochester, N. Y.
Mathews & Boucher

Schenectady, N. Y.
Clark, Witbeck Co.
Wallace Armer

Syracuse, N. Y.
Burhans & Black, Inc.

Troy, N. Y.
J. M. Warren & Co.

Utica, N. Y.
Roberts Hdwe. Co.
David S. Foster Sons & Co.

Watertown, N. Y.
W. W. Conde Hdwe. Co.

Fayetteville, N. C.
Huske Hdwe. House, Inc.

Greensboro, N. C.
Odell Hdwe. Co.

Barberton, Ohio
The Weisberger Co.

Canton, Ohio
Canton Hdwe. Co.

Chillicothe, Ohio
Spetnagel Hdwe. Co.

Cincinnati, Ohio
The Kruse & Bahlmann Hdwe. Co.
The Kuhlmann Hdwe. Co.
The Kruse Hdwe. Co.

Cleveland, Ohio
The W. Bingham Co.
The Luetkemeyer Co.
The Wm. Edwards Co.
The Geo. Worthington Co.

Columbus, Ohio
Smith Bros. Hdwe. Co.
Columbus Uphol. Supply Co.
Schoedinger-Marr Co.
The Mithoff Hdwe. Co.

Toledo, Ohio
The Bostwick Braum Co.
Simmons Hdwe. Co.

Marietta, Ohio
The Union Hdwe. Co.

Youngstown, Ohio
Stambaugh-Thompson Co.

Portland, Oregon
Marshall Wells Co.
The Honeyman Hdwe. Co.
F. S. Harmon & Co.

Allentown, Pa.
C. Y. Schelly & Bro.
F. Hersh Hdwe. Co.

Bradford, Pa.
Emery Hdwe. Co.

Clearfield, Pa.
Clearfield Hdwe. Co.

Erie, Pa.
Palace Hdwe. Co.

Huntingdon, Pa.
C. H. Miller Hdwe. Co.

Lebanon, Pa.
Geo. Krause Hdwe. Co.

Lancaster, Pa.
Herr & Co.
Reilly Bros. & Raub
Steinman Hdwe. Co.

Philadelphia, Pa.
Dunn & Eldridge Co.
Supplee, Biddle Hdwe. Co.
W. H. & G. W. Allen
J. Jacob Shannon & Co.
Chas. J. Field's Sons
Simmons Hdwe. Co.

Pittsburgh, Pa.
James C. Lindsay Hdwe. Co.
Fort Pitt Hdwe. Co.
Logan Gregg Hdwe. Co.
The Hukill-Hunter Co.
S. A. Maxwell & Co.
Steiner & Voegtly Hdwe. Co.
Joseph Woodwell Hdwe. Co.
J. A. Williams & Co.

N. S. Pittsburgh, Pa.
Klein Bros.

Reading, Pa.
Bard Hdwe. Co.
Stichter Hdwe. Co.

Scranton, Pa.
Weeks Hdwe. Co.

Wilkes Barre, Pa.
Lewis J. Bennett Hdwe. Co.

York, Pa.
Fulton, Mehring & Hauser Co.

Providence, R. I.
Belcher & Loomis Hdwe. Co.

Nashville, Tenn.
Keith Simmons & Co.

Dallas, Texas
Butler Bros.
Huey & Philip Hdwe. Co.

Laredo, Texas
A. Deutz & Bro.

El Paso, Texas
Krakauer, Zork, Moyes, Sucs, Inc.

San Antonio, Texas
Geo. Potchernick
Heusinger Hdwe. Co.

Salt Lake City, Utah
Strevell Paterson Hdwe. Co.
The Salt Lake Hardware Co.
Zion Co-operative Mercantile Inst.

Richmond, Va.
Virginia Carolina Hdwe. Co.
Watkins-Cottrell Co.

Lynchburg, Va.
Anslie-Martin Co., Inc.

Tacoma, Wash.
F. S. Harmon & Co.

Bellingham, Wash.
Morse Hdwe. Co.

Seattle, Wash.
Speiger & Hurlburt, Inc.
Schram & Ware, Inc.
F. S. Harmon & Co.
Seattle Hdwe. Co.
Rhodes Bros. Co.
Whiton Hdwe. Co.

Spokane, Wash.
F. S. Harmon & Co.
Jensen-King-Byrd Co.
Holter Hdwe. Co.

Everett, Wash.
Pacific Hdwe. Co., Inc.

Washington, D. C.
Barber & Ross
F. P. May Hdwe. Co.
Rudolph & West Co.

Parkersburg, West Va.
W. H. Smith Hdwe. Co.

Milwaukee, Wis.
Wm. Frankfurth Hdwe. Co.
John Pritzlaff Hdwe. Co.

Green Bay, Wis.
Morley, Murphy Hdwe. Co.

LaCrosse, Wis.
V. Tausche Hdwe. Co.
Fred Kroner Hardware Co.

HENRY W. PEABODY & COMPANY

17 STATE STREET — *Domes of Silence Division* — NEW YORK

(OVER)

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The GUARANTEED ROPE

"Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."



COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "*The Cordage City*"

Branches:— New York Chicago Boston
Baltimore Houston

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Let's get down to cases on this Hack Saw business

You can't carry all the different saw blades that salesmen are trying to force on you. If you did, you would have a lot of money tied up in stock that would take a year or more to move.

Why not do what the leading hardware dealers are doing and cut down to one or two lines and make quick turnover boost your profits?

Then the question arises: "What lines shall I choose if I cut down?"

Here is the answer that was recently given to that question the other day by a New Jersey mill supply man.

He said:

> "Years ago we carried seven or eight different brands of saws but decided to cut out many that were hard to sell. Today we carry but two brands, Star and the X brand. And I have noticed this—at times when through oversight a Star user has been sent an order of X blades, he is always very quick to register a protest and insists upon Star.
>
> "Star users' experience and their reading of Star advertising have made them insist on the brand so that we simply have to carry Star Saws."

Probably you will agree that the merchant makes the greatest success who doesn't wait to be coerced, but finds the lines of least resistance himself and takes advantage of them.

Geo. N. Clemson President

CLEMSON BROS. INC.

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STAR HACK SAW SIGNS

Are lithographed on tin and show the actual blades. A small sign with striking display value for use of retail and mill supply dealers. Sent free on request.

Star quality and Star advertising make Star hack saws the line which is most called for and most readily accepted.

When you carry Star you can satisfy every hack saw demand as with no other blade. Star users are legion and you can never make a Star user believe another blade is "just as good as Star."

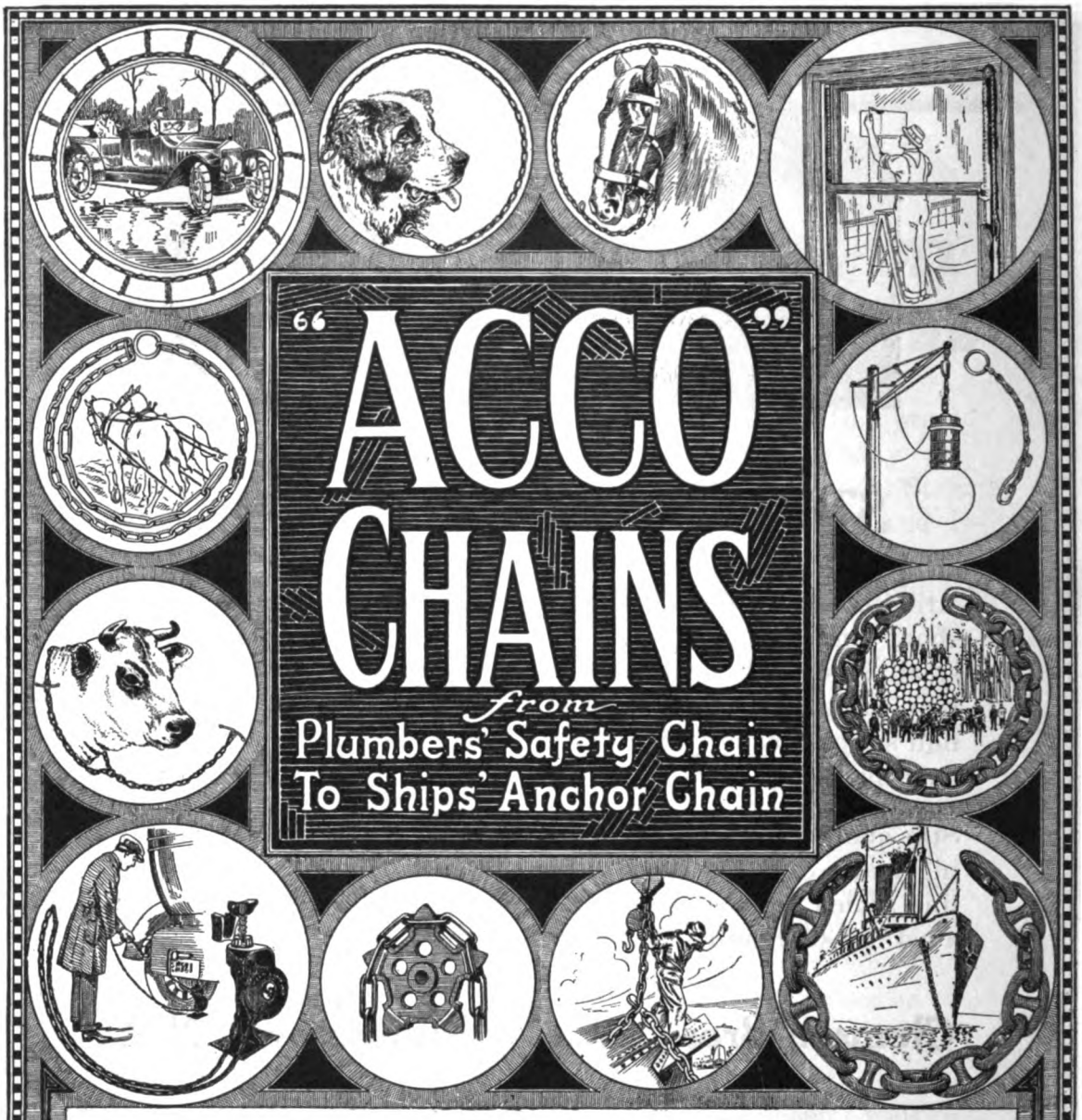
Don't buck established demand. Push Star Saws and cash in on it.

Clemson Bros., Inc., - Middletown, N. Y.

STAR HACK SAW BLADES



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The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, INC.
BRIDGEPORT, CONN., U. S. A.

IN CANADA: DOMINION CHAIN CO., LTD., NIAGARA FALLS, ONT.

General Sales Office, New York City

District Sales Offices: Chicago, Pittsburgh, Boston, Philadelphia, Portland, Ore., San Francisco

A·C·C LARGEST CHAIN MANUFACTURERS IN THE WORLD A·C·C

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Here's Another Pexto Wrench



No. 45

No. 45 Polished No. 045 Semi-Finished

AN ADJUSTABLE ANGLE WRENCH that is sure to appeal to mechanics, automobilists, garage-men and the trade in general.

It is a Pexto Product and that alone will recommend it to critical buyers of good tools.

The adaptability of the tool is so evident that it will require but a few words to demonstrate its usefulness and that it will replace a number of solid wrenches.

The finish and general makeup of the wrench is such that it will attract attention wherever displayed.

Let your jobber have a generous order, they will be rapid sellers.

If you have not received a copy of our new No. 20 Catalog, let us mail you one. You will find it interesting and instructive.

PEXTO

Worth While Tools

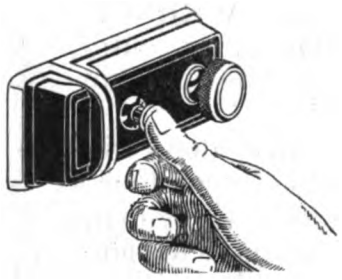
THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

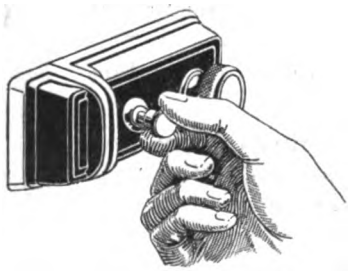
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Sell Sargent Night Latches for Inside as Well as Outside Doors



Press the button to deadlock the bolt or to hold it back.



Pull the button to release the bolt.

THERE are **many** doors in every house or apartment, shop or store, that should be equipped with Sargent Cylinder Day and Night Latches, if protection is to be complete. Closets, storerooms, basement and attic doors, and other places **inside** as well as out.

People need this protection but you will be amazed at the number that have never thought of it. A suggestion will often lead to the sale of several latches.

You build permanent trade when you sell Sargent Latches. They are sturdy and secure and will last a lifetime. They inspire confidence in Sargent Hardware and in your store. They make satisfied customers.

The handy push-button stop is an exclusive Sargent feature.

SARGENT & COMPANY

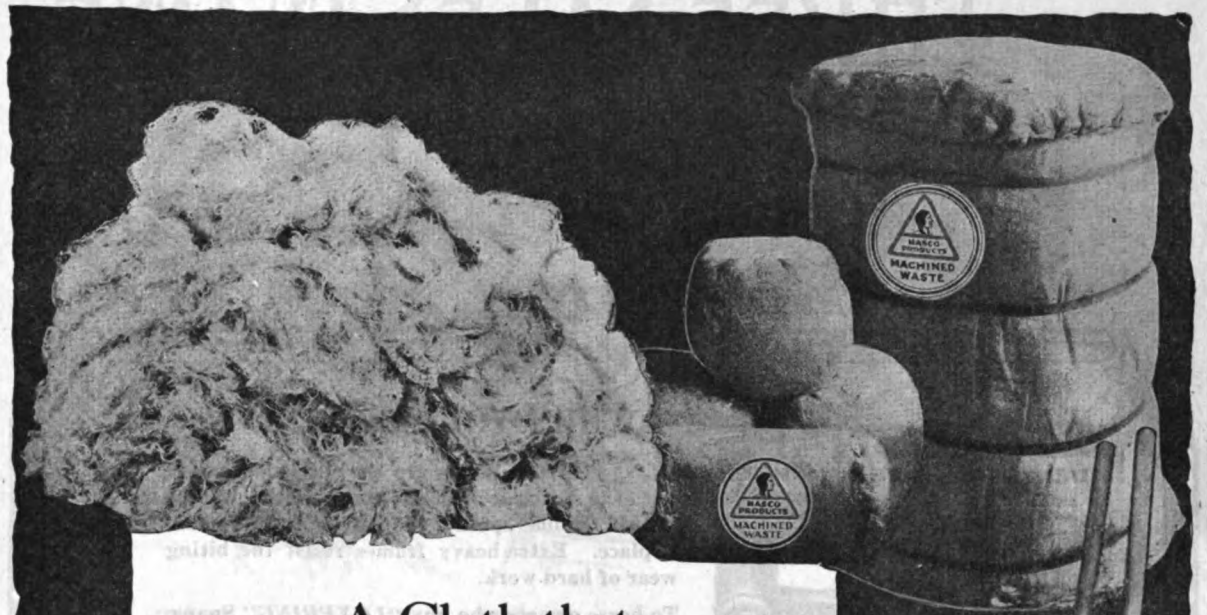
New Haven, Conn.

New York **Chicago**

SARGENT

LOCKS AND HARDWARE

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A Cloth that Every Housewife Wants

A towel, duster, polishing and cleaning cloth all in one — that's *Masco Cloth*, the new Masco product which is fast becoming such a big favorite everywhere.

Masco Cloth is made on a new principle. The same carefully selected yarn that goes into *Masco Mops* is securely woven into this new fabric. The result is a soft, absorbent, and durable surface that picks up all kinds of dirt. Wet or dry, it will stand the hardest wear. Just what *your* customers need for every sort of polishing and cleaning.

Stock up with *Masco Cloth* today. Like other dealers, you 'll find *Masco Cloth* meets a big demand, sells itself and sells quickly. Write us for full particulars.

MASCO PRODUCTS

Other Quick Selling Masco Products

MACHINED COTTON WASTES, MASCO MOTOR WASTE, MOPS AND MOP HEADS, CAULKING COTTON, WICKING, ROPES AND TWINES.



MASCO PRODUCTS

MASSASOIT MANUFACTURING COMPANY
FALL RIVER MASS.

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FOR RETAIL HARDWARE DEALERS
THREE SALES IN ONE



ANCHOR BRAND HARDWARE PRODUCTS

LOXPRING SNAPS
IDENTIFIED BY THE ANCHOR



WHEN YOU SELL THIS—

1

"LOXPRING" Snaps are the only snaps made with the spring locked in. Even if the tongue should become spread, the spring would remain in place. Extra heavy frames resist the biting wear of hard work.

To horse owners who buy *"LOXPRING"* Snaps

QUICK-KLOZE HINGED EYE CHAIN SNAPS
MAKE PERMANENT, ON-THE-SPOT REPAIRS



Fig. 1 Fig. 2

YOU CAN SELL THIS—

2

Because *"QUICK-KLOZE"* Snaps are needed by truckers and farmers. All delay is eliminated when *"QUICK-KLOZE"* are handy. Figure 2 shows how the hinged section is swung against the other half of the eye. The projecting lug is struck with a hammer or stone—and the job is done.

CHAIN REPAIR LINKS
SAVE TIME, TROUBLE AND TRIPS TO THE BLACKSMITH



AND THEN THIS—

3

Customers who invest in repair snaps will surely show a live interest in chain repair links. These are quickly substituted for broken or worn links and actually improve the chain, easily carrying their part of the load under peak strain.

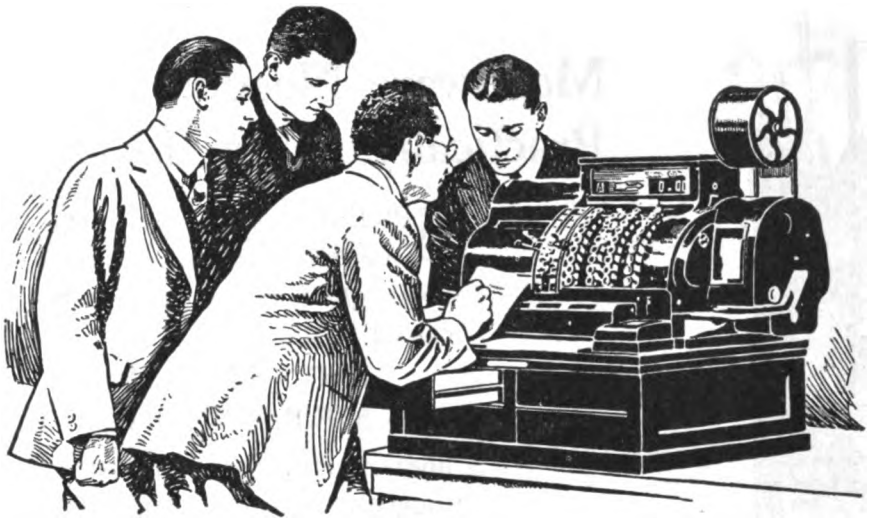
BY INVITATION MEMBER OF

LEADING JOBBERS EVERYWHERE SELL "ANCHOR BRAND" HARDWARE PRODUCTS

215

NORTH & JUDD MANUFACTURING CO.
NEW BRITAIN, CONN.
WHOLESALE ONLY

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The record of each clerk

An up-to-date National Cash Register shows you exactly what each one of your clerks does every day. Adding counters on the register tell:

① How many customers each clerk waited on.

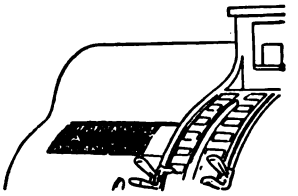
② The total amount of each clerk's sales.

These daily records show you which clerks are most industrious, which clerks sell the most goods, which clerks are most accurate.

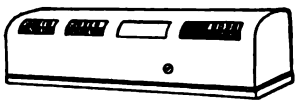
They enable you to fix wages on actual selling ability.

They give you the figures needed for a bonus or profit-sharing system.

These clerks' records, together with the many other printed and added records made by an up-to-date National Cash Register, enable you to control your business.



This adding counter, at the left side of the register, shows that Clerk A took in $39.84 during the day. Similar counters show what the other clerks took in.



These adding counters, at the front of the register just above the cash drawers, show how many customers each clerk waited on, and the total number of customers.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL
CASH REGISTER CO.
DAYTON, OHIO.

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Metalware Needed in Practically Every Home

SPRING months are buying months for those various items *of* home equipment included in the

IRON HORSE METALWARE

line; carefully designed *and* ruggedly constructed items, every one *of* them.

¶ And yet they are only a few *of* a wide variety *of* metalware goods sold under the *Iron Horse* label.

¶ Garbage Cans, Wash Tubs *and* Boilers, Water Pails, Sprinklers, etc., by the way, are exceedingly timely just now.

May we quote you?

ROCHESTER CAN CO.

ROCHESTER, N. Y.











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GOODELL-PRATT

1500 GOOD TOOLS

Mr. Punch *The Hole Maker*

Automatic Drill
No. 185

The nationally advertised, nationally known tool of real merit, that holds its popularity on account of its ability to do one thing exceptionally well — Bore Holes. This tool is reasonably priced and practically sells itself.

Mr. Punch will be given another boost in the leading national publications this month. Is your stock up to normal?



Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

There are over 2000 sizes and kinds of Goodell-Pratt Tools

Automatic Screw-Driver No. 111

For rapidly driving or drawing screws. A companion tool to Mr. Punch.

An excellent follow-up sales proposition with an Automatic Drill.



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It is a pleasure to own a

Baldwin Porcelain Lined Refrigerator

It is an equal pleasure to sell one.

The glossy white porcelain lining of THE BALDWIN is in one piece—hard as flint. It cannot crack—it will not peel. Clean it as easily as a porcelain plate, and when clean it stays clean.

Baldwin Refrigerators have been manufactured for upwards of fifty years and in selling them you are not offering to your customers an experiment.

There should be a good refrigerator in every home.

BALDWIN REFRIGERATOR COMPANY
Burlington, Vermont

There is a stock of Baldwin Refrigerators carried in San Francisco by Heyman-Weil Company.

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GIANT NON-FREEZING

will not freeze— eliminates thawing and headaches

Zero—20 below—40 below—60 below—the coldest temperature known to man cannot affect Giant Non-Freezing. It does not freeze, it will not freeze, it CANNOT freeze.

Ever since the invention of dynamite, the ideal has been a high explosive that would work as well in Midwinter as in Summer—that would end thawing forever. In Giant Non-Freezing the Giant Powder Company, Con., has achieved this goal.

Giant Non-Freezing, the result of years of experimental laboratory work, is offered to the trade only after exhaustive field tests have proved its superiority for every class of work in which high explosives are employed. It has been used in quarries, pits and mines; in rock, earth and ore; at every range of temperature from torrid to below zero.

Giant has succeeded in producing a non-freezing powder that will not explode prematurely. Its use ends headaches from handling or fumes; there are no objectionable fumes. It insures safety. Use nothing weaker than a No. 6 blasting cap to detonate it. It has the stability and uniformity that distinguish other Giant High Explosives, with the added quality of non-freezing.

Giant Non-Freezing is made in five grades, thus meeting all blasting requirements.

Tell us what explosive you are using. We will tell you the grade of Giant Non-Freezing for your work.

THE GIANT POWDER CO., Con.
First National Bank Building, San Francisco

Branches: Butte, Mont., 521 Granite Street; Denver, Colorado, Ideal Building; Portland, Ore., Selling Building; Spokane, Wash., 5 South Stevens Street; Salt Lake City, Utah, Judge Building; Seattle, Wash., Colman Building; Los Angeles, Cal.



NO thawing — NO headaches — NO objectionable fumes

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New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST

Pacific Coast Representatives

Wm. P. Horn Co.
Rialto Bldg.
San Francisco

Portland
Los Angeles
Seattle



NEW YORK STAMPING COMPANY

Brooklyn, New York

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THE PYREX POLICY IS BUSINESS *INSURANCE*

THE question has been asked, "Why did you continue to advertise Pyrex when you could not supply the demand?" The reply was, "Business insurance for the dealer."

The question was also asked, "Why don't you do as others are doing and double the price of Pyrex?" The reply was the same, "Business insurance for the dealer."

Since 1915 the price of Pyrex was only advanced 20 per cent. The trade knows it, the people know it, and no one is waiting for a "bargain" in Pyrex.

The Pyrex policy insures the dealer's investment.

The Pyrex turnover is the backbone of the houseware business.

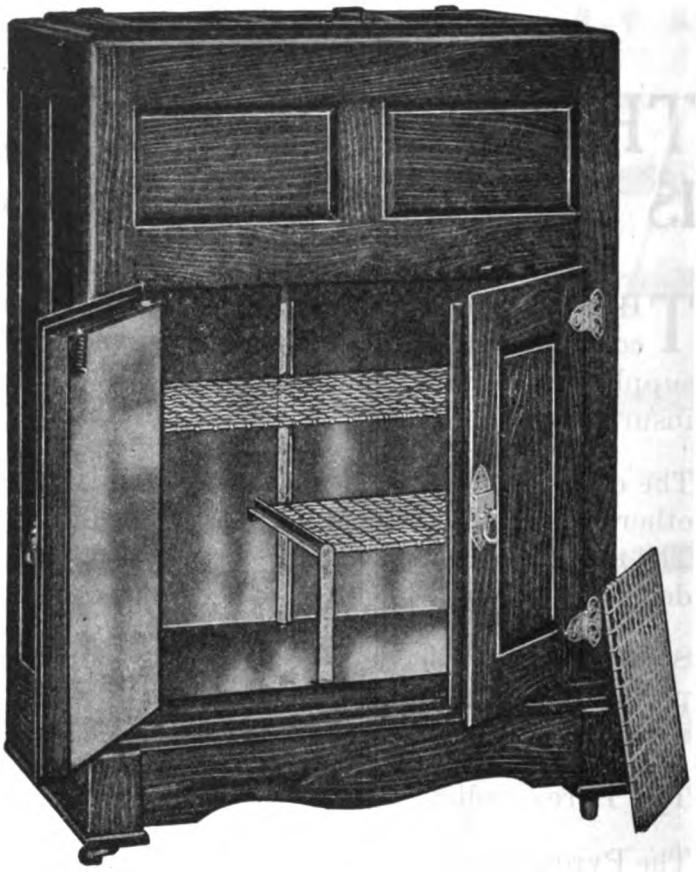
PYREX

TRANSPARENT OVEN DISHES

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
706 Tioga Avenue, Corning, N. Y.



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Announcement

WE take pleasure in announcing that The HOFFMAN HARDWARE CO., Los Angeles, California, will distribute MONARCH REFRIGERATORS in Southern California and Arizona, effective at once.

We wish to thank the dealers who have handled our Refrigerators in the past and solicit for The Hoffman Hardware Co. their future orders.

The Hoffman Hardware Company is prepared to fill orders for Monarch Refrigerators at the present time. It will be our aim in the future as in the past to see that dealers are provided with Monarch Refrigerators from the large stocks in Los Angeles and San Francisco.

The Monarch Refrigerator Works, Burlington, Vt.

THE HOFFMAN HARDWARE CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

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The Tritch Hardware Company

ROCKY MOUNTAIN DISTRIBUTORS OF

WALLINGFORD
FARM AND GARDEN TOOLS

A COMPLETE LINE

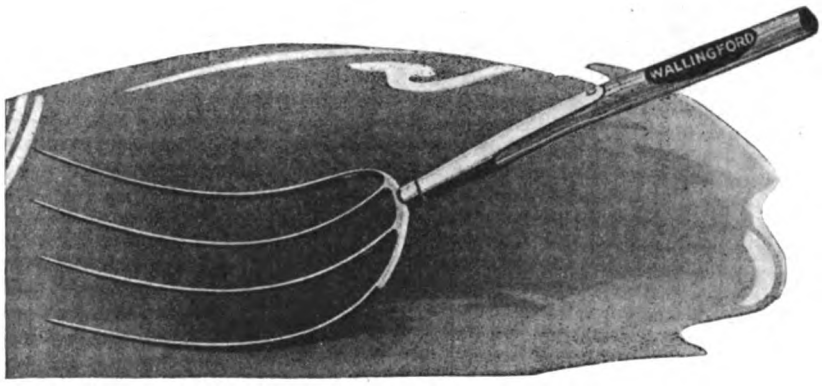


Illustration of Kansas Deep Dish Header Fork

We carry in stock a varied line of Harvesting Forks, including:

Regular Hay Forks — Alfalfa Forks — "Senior Champion" Header Forks
Champion Hay Forks — Barley Forks — "Junior Champion" Header Forks
Regular Header Forks — "Kansas Deep Dish" Header Forks

Our stock of Wallingford Steel Goods also includes:

Hoes—Rakes—Hand Cultivators—Weeders—Beet Forks—Etc.

All of the very Highest Quality—Handles of Superior Grade and Finish.

Write for Prices

The Tritch Hardware Company

Jobbers

Denver, Colorado

FRANK A. BARE
President

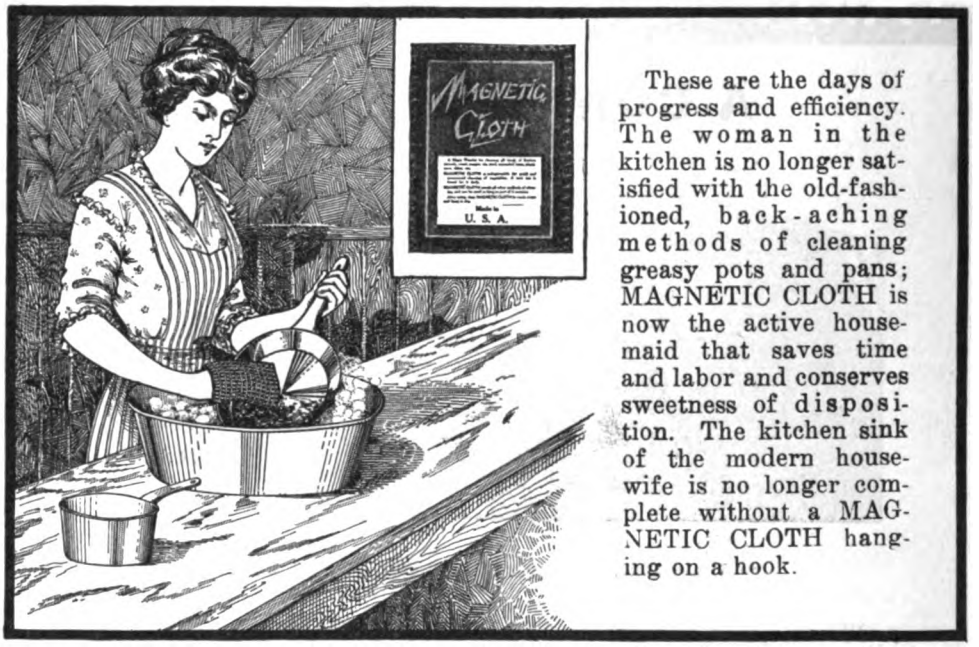
O. E. BARE
Vice Pres.

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

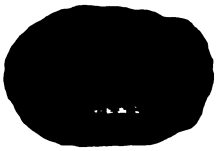
It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents  **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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WHITE FROST

THE REFRIGERATOR THAT SELLS ITSELF

You Can Be The Exclusive White Frost Dealer In Your Community If You Don't Delay

ONLY one dealer in any city or town can sell the White Frost Refrigerator. This makes the White Frost franchise exceedingly attractive and profitable.

A White Frost on your sales floor or in your window will attract women as nothing else will. Women instinctively admire anything that radiates cleanliness and which in itself is a thing of beauty. They can just imagine how this refrigerator will look in their kitchen.

And a closer inspection tells them that the White Frost is designed primarily to protect food.

The circular construction—the arrangement of the interior with its revolving shelves provides a simple and efficient way to place food in and take it from the refrigerator. Quick and easy cleaning is another advantage that women appreciate.

And the business on White Frost Refrigerators is not restricted to particular seasons. **It is a year around business.** White Frost Refrigerators sell just as readily during the winter months as they do when the first touch of warm weather approaches.

The simple operation—the scientific way in which the White Frost protects the family health and the beauty of the article has influenced thousands of women to use their refrigerator the year around.

We believe you can see why the White Frost is bound to be a wonderful success in your community. Be the dealer to handle it exclusively.

You won't need to overstock. We know from experience that the **White Frost sells itself**—so we do not ask our dealers to load up or buy in big lots.

Write or wire for details of our selling plan which includes dealer helps.

HOME PRODUCTS CORPORATION

JACKSON, MICHIGAN, U. S. A.

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THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGURS



CHISELS
DRAW KNIVES





NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

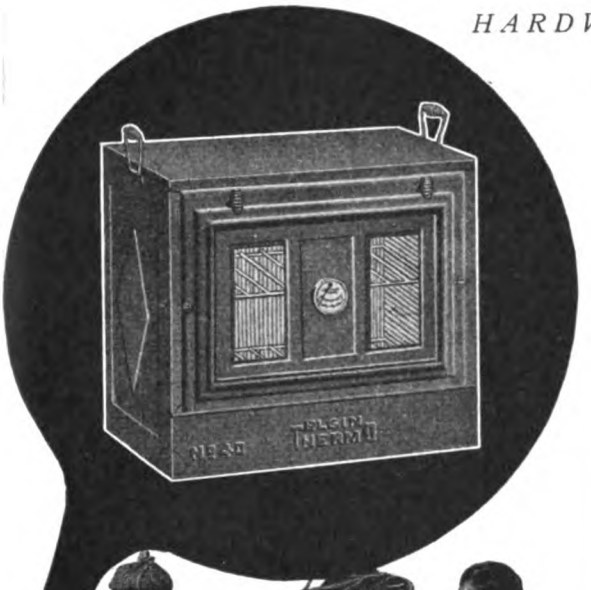
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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Spring Trade will want Elgin Ovens

The first warm weather makes people think of Elgin Ovens. Farmwives, too, will soon be buying and using Oil Cook Stoves, and that means a demand for Elgin Ovens. Town people buy these ovens also to save on gas bills, do any or all cooking and baking quickly and with less work.

No Delay No Waiting

We can fill your orders promptly, and we suggest that in following your conservative buying policy you add a few more Elgins so you can supply the spring trade right off your shelves. We can furnish you ovens in any or all styles to meet the need of your customers.

An Elgin display in your window should bring sales. With its improved system of heat circulation, the Elgin is the most economical and satisfactory baker on the market.

FOR CHILLY SPRING DAYS your trade will appreciate an Elgin Oil heater. Handsome, smokeless, very popular. Place some on display in your store. They sell themselves.

Ask your jobber or write for quotations and details of our advertising and sales helps.



ELGIN STOVE AND OVEN CO.

Elgin, Ill., Manufacturers

Eastern Distributors: Beh & Co., 106 Franklin St., New York City, N. Y. Warehouses: New York, Philadelphia, Boston, Pittsburg, Rochester.

Northwestern Representative: A. C. Black, 515 Lumber Exchange, Minneapolis, Minn.

Chicago Representative: M. S. Kopf, 180 North Dearborn St.



Glasbak Dishes Are in Demand

WOMEN who cook and bake are realizing more every day the superiority of Glasbak glass baking dishes. They appreciate the smooth transparency of Glasbak dishes, which affords a clear view of the food as it is baking. Then, too, Glasbak dishes absorb oven heat evenly, which assures an even baking temperature throughout.

Glasbak dishes are attractive—they can be served from right at the table—and they are easily washed.

Because of all this, the demand for Glasbak dishes is increasing rapidly. They represent an amazingly quick turnover. Write for particulars.

McKEE GLASS COMPANY
Jeannette, Pa.



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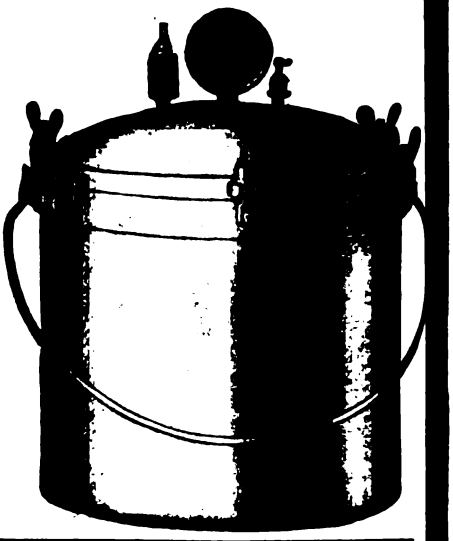
We're Talking for You

TO 7,000,000 HOUSEWIVES

FOR the benefit of 1350 dealers we are making the fame of National Steam Pressure Cookers known in all the land. Prominent display advertisements are now placed in such national magazines as Ladies Home Journal, Good Housekeeping, Woman's Home Companion, Modern Priscilla, Delineator, Literary Digest, Country Gentleman, etc., thus reaching over 7,000,000 families each issue.

National ALUMINUM COOKER

This method of cooking is commended and urged by your state and federal domestic science workers.



You Cannot Help But Sell Them

National Steam Pressure Cookers will cook an entire meal over one burner in 30 minutes. Saves time and fuel. More than 50,000 pressure cookers now in use and the demand is growing by leaps and bounds. A woman is interested in cooking utensils three times each day, that is why so many Nationals are sold each year. Let us co-operate with you in selling the NATIONAL line. It makes a nice display.

Ask your jobber for prices, or write us.

NORTHWESTERN STEEL & IRON WORKS
Dept. 603 Eau Claire, Wisconsin

Faultless Caster Company

EVANSVILLE - INDIANA



PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco



Full Size Plate 2-8

CASTERS that Sell

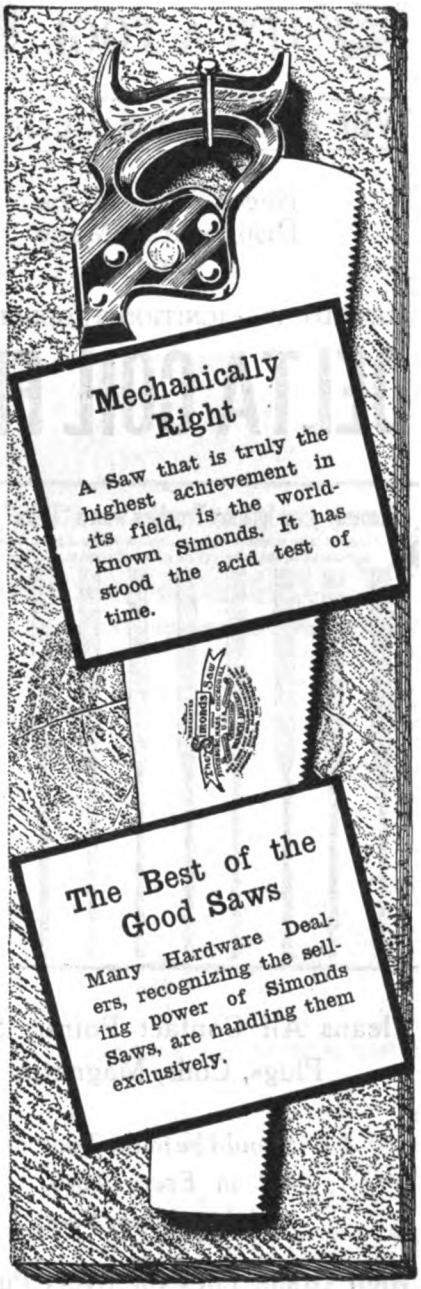
Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods. Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

"Move the FAULTLESS Way"

Send for Catalog "G"

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SIMONDS SAWS



Write for Catalog and Prices

SIMONDS MANUFACTURING CO.

"The Saw Makers"

Portland, Oregon
San Francisco, Calif.
Seattle, Wash.
Vancouver, B. C.

FACTS Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

***The* LUDLOW SAYLOR WIRE CO.**

ST. LOUIS, MO.

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YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

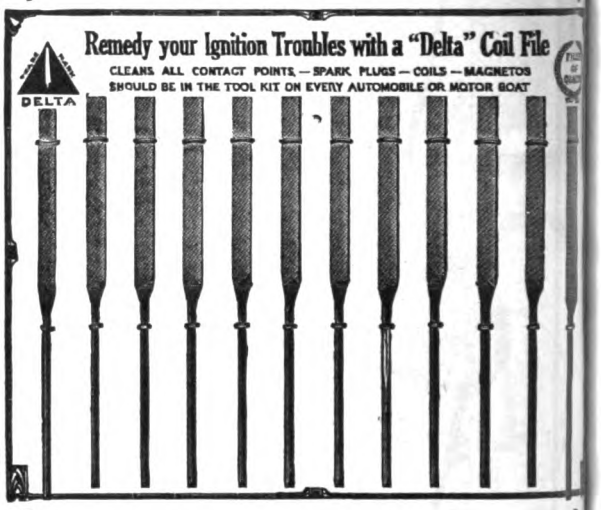
TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose

TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY

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"Pittsburgh Perfect"

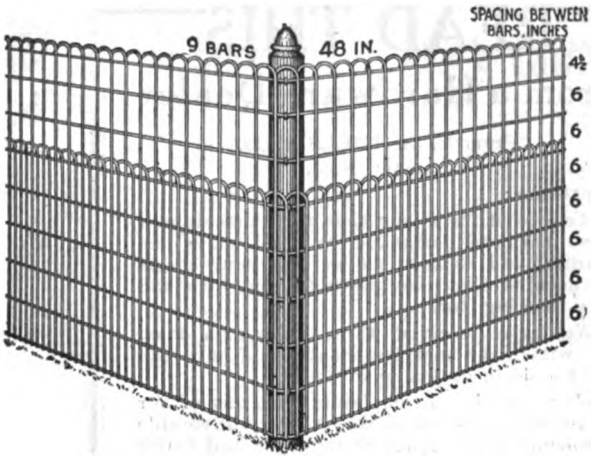
Electrically Welded

Lawn Fencing

"Pitsburgh Perfect" Lawn Fences are exceptionally strong, durable and beautiful. The stiff, electrically welded one-piece fabric is easily erected and keeps its shape. Made of our own Open Hearth Wire. A Perfected fencing; **every rod guaranteed.**

Our Lawn Fences are made in Double and Single Scroll and Plain Top Styles. Stays 2⅞ inches or 1⅞ inches apart. With styles 1⅞ inches apart the designs are non-climbable. Plain top designs are popular also for parks, tennis courts, chicken runs, barn yards, corn cribs, guards around exposed machinery, etc. A distinctive, profitable line.





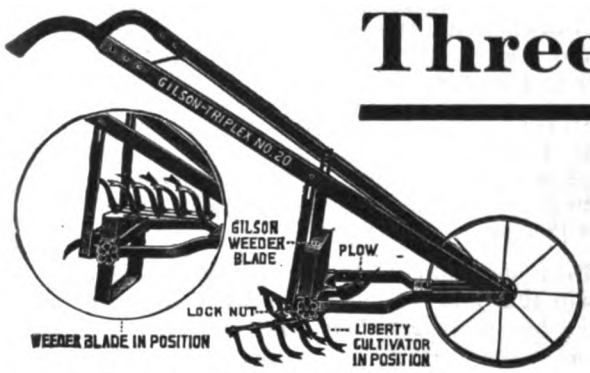
PITTSBURGH STEEL COMPANY
General Offices, Pittsburgh, Pa.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.
Northern California and Nevada
WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

Three Tools in One



The Liberty Cultivator, the Gilson Weeder and a strong plow are combined in easily interchangeable form in

The Gilson TRIPLEX

This ideal combination is sturdily built for time, money and labor saving on farm, market and large home gardens. The three tools, mounted on a revolving axle, are easily shifted to bring desired one into play by simply turning the hand wheel. One look at this all-use Triplex gets any gardener going and every **buyer** is a **booster.**

SELL THE COMPLETE GILSON LINE

Including the Liberty Cultivator (hand and wheel), the Gilson Weeder (four sizes) and those handy, quick selling specialties —The Scratch Weeder, the Lawn Edge Trimmer and the Dandelion Digger—every one Gilson made and Gilson guaranteed.

Write for literature and dealer prices today

J. E. GILSON CO., Port Washington, Wis.

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READ THIS

From a Hardware Dealer

From H. W. MILLS & CO.
Passaic, N. J.

Gentlemen:

We looked for a long time for a machinist's chest such as demanded by first class mechanics, and as soon as we saw your chests we decided that they were the ones we had been looking for.

We have received three shipments from you within the past few months and have had no trouble in disposing of them.

We have had no complaints from any of our trade, but have heard several very favorable comments in reference to the style and finish of these chests.

Any dealer desirous of securing a first class line of tool chests will make no mistake in securing the Union.

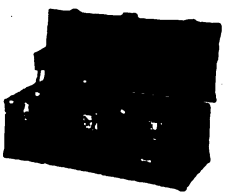
Yours truly,

UNION
TOOL CHESTS

Will give you and your customers the same absolute satisfaction they gave above dealer.

Styles and Sizes for all mechanics. Highest quality tool chests made and absolutely guaranteed to the dealer as well as to the consumer.

Sold exclusively through good dealers.



UNION

Are the pioneer tool chests and more of them are in use and being sold than any other make on the market.

They are the easiest chests to sell because they are better chests, and widely advertised.



Write for our Dealer Proposition.

A fair and square liberal selling policy, backed by National Advertising.

It will interest you.



UNION TOOL CHEST CO., INC.
105 Mill St., Rochester, N. Y.

Branches:
New York Chicago San Francisco London, Eng.

Hitting the Bullseye Since 1864

Stevens



Make the Boys Your Customers

Think for a moment how much business the boy brings into your store in the course of a year.

The above illustration is used in our general consumer advertising for March. The boy of today is the man of tomorrow, and if you start the boy right he's your friend when he grows up.

Put something in the window to catch his eye—then a little attention to his needs and his questions will make him your friend for life.

Stevens Rifles are priced within the range of practically every boy's bank. And when you sell him a Stevens there are many other things in your stock that he will want as well.

Most boys start with a Stevens and they will **this** year, too. Is your store going to be the one to get their business?

STEVENS ARMS CORPORATION
Chicopee Falls, Mass.

Executive and Export Offices:
50 Church St., New York

Owned and Operated by
Savage Arms Corporation
50 Church Street, New York



—STEVENS—

Rifles - Shotguns - Pistols

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A Mower for Every Lawn

A perfect lawn greatly enhances the beauty of any man's home.

To bring out that beauty does not depend so much on the size of the lawn as on the lawn mower.

For over half a century the name Coldwell has stood for the highest achievements in lawn mower construction. Today, we are making over 150 styles of hand, horse and motor mowers in different sizes and at different prices. In other words, Coldwell makes a mower for every lawn—at a price you wish to pay.

If you do not have it, send for our illustrated catalog.

Also, to insure prompt delivery, order your spring stock now through your Jobber.

COLDWELL LAWN MOWER CO.
NEWBURGH, NEW YORK, U. S. A.

The Largest Lawn Mower Works in the World

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

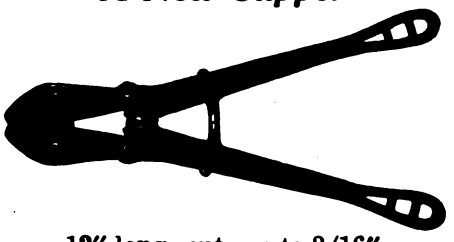
CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

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ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO

CHATILLON CUTLERY



The Shape of the Blade

is what determines the suitability of a knife or cleaver for a particular use. You use a short, narrow, heavy-bladed knife for boning, a curved-bladed knife for skinning and a long-bladed knife for cutting steaks. Likewise you use a small, light knife for paring, and a special knife for cutting bread.

It most naturally follows, then, that the cutlery you sell must be correctly designed, in order that your customers may get easiest, fastest and cleanest cutting. This perfection of design, found in all cutlery of the

Foster Bros. Brand

is one of the reasons why it has become the standard. The shapes of the blades now furnished represents the experience of nearly a half-century in making cutlery that will satisfactorily perform the various cutting operations.



Your jobber can give you complete information about Foster Bros. Brand

JOHN CHATILLON & SONS

New York U.S.A.

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Substantial—Sanitary —Safe



WITT
CORRUGATED
GARBAGE PAILS

The heaviest and strongest garbage pails on the market.

Built to hold up under constant hard use.

Made of heavy corrugated sheet steel with extra heavy bottoms and lids; "hot-dip" galvanized after being formed and riveted, thus closing all seams and joints, making containers absolutely water tight. Each pail is given water test before leaving the factory.

Made in four sizes: 5, 6 6-10, 8¼ and 10 gallons.

The same quality which has characterized the well known Witt-Corrugated Ash Cans is found in these Witt-Corrugated Garbage pails.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.....San Francisco
Dohrmann Commercial Co.....San Francisco
Dunham, Carrigan & Hayden Co.....San Francisco
Heyman-Weil Co.....San Francisco
Holbrook, Merrill & Stetson, Inc....San Francisco
Mangrum & Otter, Inc.....San Francisco
Seller Bros. & Co.....San Francisco
Whiton Hardware Co.....Seattle
Thomson-Diggs Co.....Sacramento
M. Seller & Co.....Portland, Seattle, Spokane
Honeyman Hardware Co.....Portland

MANUFACTURED BY
THE WITT CORNICE CO.
Cincinnati, Ohio

Pacific Coast Representatives
GRIFFITH SALES CO.
693 Mission St., San Francisco


LIGHTNING

Three Special Reasons


BLIZZARD

Why You Should Order Your FREEZERS Now

(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

(3) Hot weather is sure to come. So will the rush for Freezers all along the line, from user to dealer—to jobber—to us.

But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy.

If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.


GEM


BLIZZARD

NORTH BROS. Mfg. Co.
PHILADELPHIA, PA.

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This is not the usual idealistic drawing, but a true picture of the Hygrade plant as it is today





INDEPENDENT AND PERMANENT
IN BUSINESS FOR 20 YEARS

Licensed under the General Electric Company's Tungsten Lamp Patents

Selling Policy—Outright Sale—No Restrictions

HYGRADE LAMP CO

GENERAL OFFICE AND FACTORY SALEM MASS

Omer Cox, Western Representative
408 Postal Telegraph Bldg., San Francisco, Calif.

The Giving of Satisfaction to Your Customers



is the solid foundation on which to build business success.

Great care should be taken to determine whether the article sold to your customers will give the best possible service.

Clark Jewel Oil Stoves are stoves of Quality. They are the kind of stoves your customers want. The excellent operation and durable construction of Clark Jewel Oil Stoves give complete satisfaction to every user.

They Save Time — They Save Oil.

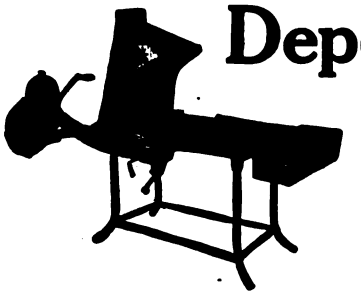
Write for Your Copy of No. 112 Catalog Today

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

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Dependable Tools



Dealers! You will find the Buffalo Tools a profitable addition to your line.

Buffalo Blacksmith Tools are dependable, accurate and serviceable—they represent the product of over forty years of experience.

Our advertising department is at your service. We will be glad to furnish cuts or advertising literature and to help you at all times with your catalog or advertising copy.

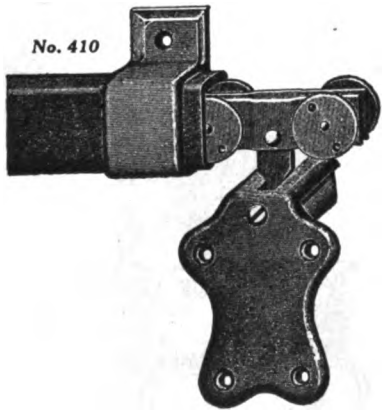
Write Dept. 37 for more information.



BUFFALO FORGE COMPANY
BUFFALO, N. Y.

"Buffalo"





LANE'S
Superior Quality Hangers

For Warehouses, Freight Sheds, Factories, Etc.

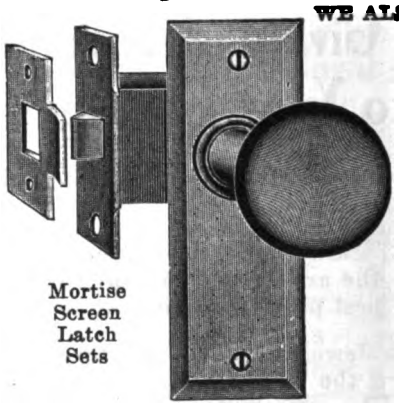
Send for Catalog and Prices

LANE BROS. CO.

River Street, - - Poughkeepsie, N. Y.

Shelby Screen Door Hardware

WE ALSO MAKE



Mortise Screen Latch Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

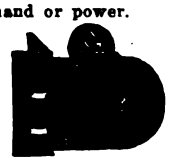
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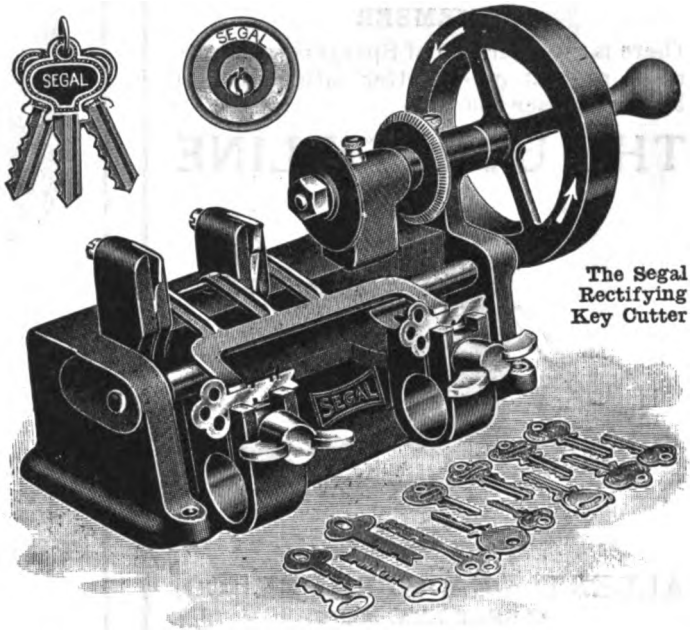
Key Cutting Made Profitable

The Segal Rectifying Key Cutter

1. Cuts both flat steel and grooved or paracentric keys.
2. It does not cut one make of grooved key only, but all makes—Yale, Sargent, Corbin, Russwin, offset keys and even the freak keys the dealer meets now and then.
3. You do not have to change cutters or guides.
4. It enables you to cut from the lowest groove as the manufacturer does or from the back of the key, as you prefer.
5. Our unit-vise holds the key in place without slipping.
6. It enables you to gage the key from the upper shoulder.
7. The cutting operation takes less than a minute.
8. It will often make an accurate duplicate out of an inaccurate blank. That is why it is called the **Rectifying Key Cutter.**
9. It can be operated by hand or power.

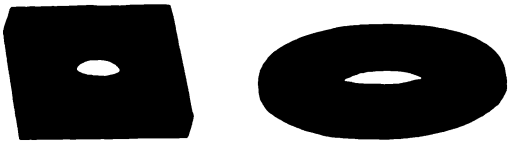
P. S.—Protect your customer with the Segalock. It is absolutely jimmy proof.





The Segal Rectifying Key Cutter

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Follow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.





"Every blow of the hammer refines the steel"

Stock this Mayhew *Bit Extension*

Your customers need this Mayhew Bit Extension — the most nearly perfect on the market.

The forged steel jaws completely close on the shank of the bit. A flexible connection between jaws and shank of the extension insures centering the bit. Sleeve runs on a quick-acting multiple thread. Extension will follow a ⅝" hole. Made in all lengths from 12" to 36".

Regular Mayhew quality. Meets a definite demand. It should be in *your* store.

At your jobber's—or

MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York
508 Mission Street, San Francisco

MAYHEW MADE TOOLS ARE RIGHT

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MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

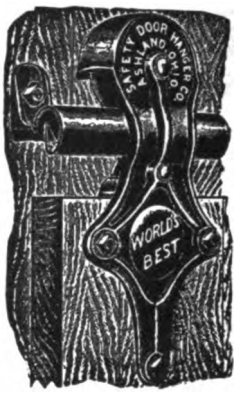
THE UTILITY LINE



No. 40 Portable Outfit

Write for
Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

"EASY EMPTYING" Grass Catchers



"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

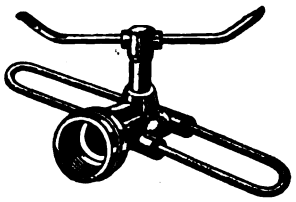
Write for it

SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

Thompson "Junior" Revolving Sprinkler



The "Dollar-Seller"

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

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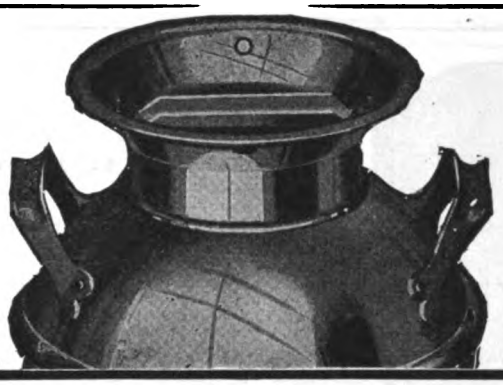


GOLD MEDAL
Gives Comfort Everywhere

Comfortable, neat appearing, durable—these are the things that have led campers to make Gold Medal Folding Furniture an essential part of their home as well as camp equipment. Get G. M. catalog. Jobbers everywhere.

Gold Medal Camp Furniture Mfg. Co.
Racine, Wisconsin

GOLD MEDAL
TRADE MARK REG. U.S. PAT. OFF.
FOLDING FURNITURE



Add to Sales and Profits

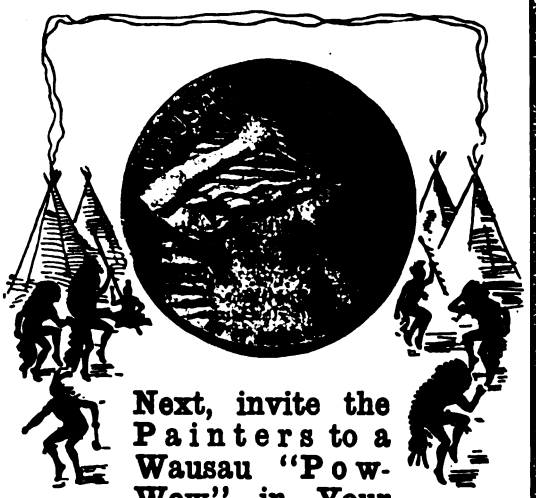
DEALERS sell *more* Sturges Milk Cans and make *bigger profits* because Sturges cans have so many superior values which dairymen want.

Guaranteed Capacity—hold just so much and no more. Made of highest quality steel. Designed to give longest lived and most economical service. Inside heavily tinned and all seams soldered smooth makes them easy to clean and keep sanitary to the highest degree.

Sturges cans will bring to you the trade seeking reliable dairy equipment and help increase your sales and profits. Write for complete information and Catalog No. 29X

Sturges Milk Cans

Sturges & Burn Mfg. Co.
Makers of Sturges Guaranteed Capacity Milk Cans
Chicago, Illinois



Next, invite the Painters to a Wausau "Pow-Wow" in Your Store.

Tell them that old "Chief Ruff-Stuff" is holding a painter's pow-wow in your store and has some interesting things to tell, about—

Wausau Flint Paper

Fix up your window with a display of Wausau sandpaper and all other painters' supplies you sell.

Put the striking "Chief Ruff-Stuff" poster in the center, and use our catchy "Snappy Sayings" cards, changing the cards each day during the pow-wow.



Such an event, properly advertised in your windows, in your newspaper ads, and by mail, to all the painters in town — will crowd your store with these men and their families.

Our Book—Sandpaper Sales Tips—will give you and your clerks valuable tips on making "Ruff-Stuff" a trade pulling magnet. Ask us for free copies or all your salesmen.

WAUSAU ABRASIVES COMPANY
116 So. Clinton St., Chicago

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NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

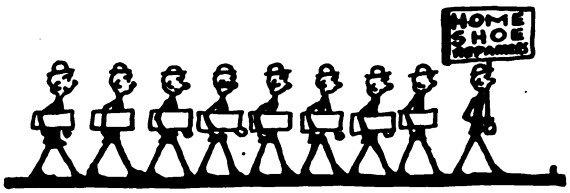
Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

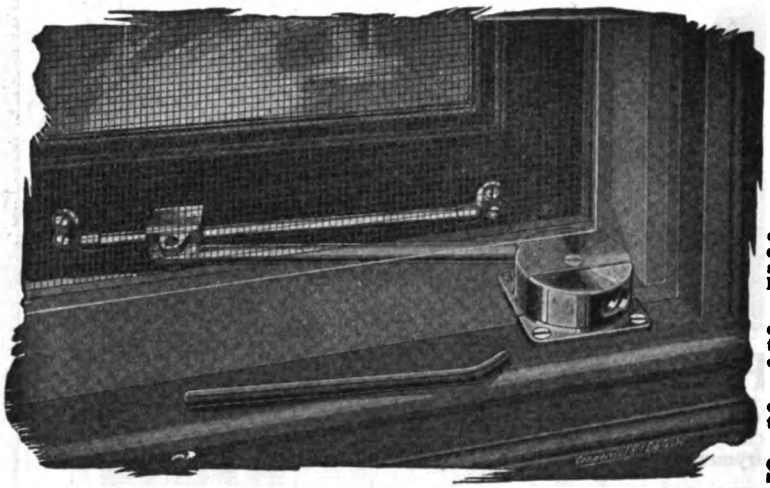


ARE YOU SELLING THIS ARMY?

Complete COBBLER OUTFITS appeal to thrifty people. Tell them about the army of home shoe repairers and they'll be glad to join. A display of COMBINATION No. 1 COBBLER OUTFIT will be sufficient to enlist many.

For greater profit ask you jobber about the Star line or write for catalogue.

STAR HEEL PLATE CO.
357-391 Wilson Avenue
NEWARK, N. J.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

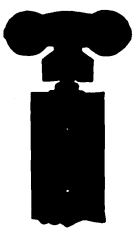
**For windows that open out
Operates without disturbing the screen**

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

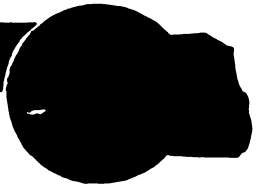
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



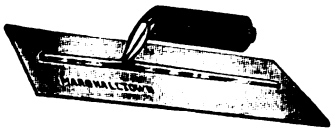
Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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THE NAME

"Marshalltown"

IS A

Nationally Known Quality Guarantee

FOR

TROWELS

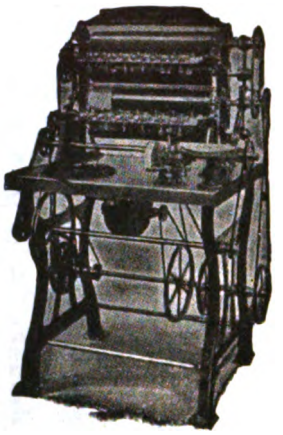
MARSHALLTOWN TROWEL CO.
Marshalltown, Iowa



Make Sharpening Machines Pay Your Store Rent Every Season Thro' the Year

Hatfield Complete Sharpening Machines (which sharpen all makes of Safety Razor Blades) are doing even more than that for some stores—they are paying their entire living expenses, office rent, etc.

We have just issued a New Booklet which gives complete information—tells all about

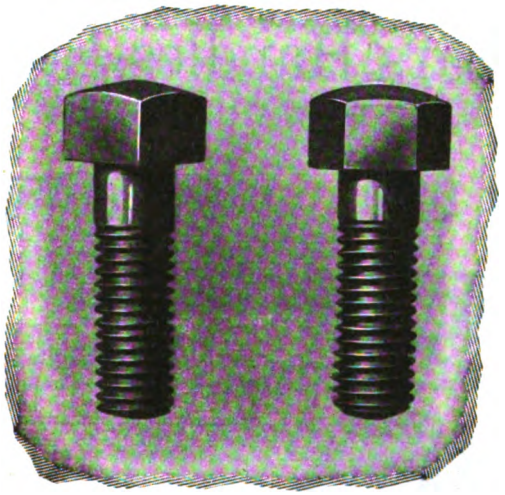


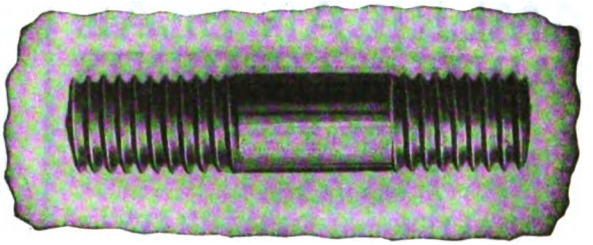
Hatfield
Complete Sharpening Machines

and how one N. Y. customer is making over $5,000 a year. The Hatfield is the only machine in the World that sharpens with a Lateral Motion.

Used successfully for over 8 years all over the civilized World. Send for the Booklet now.

HYFIELD MFG. COMPANY
21 Walker Street - - - New York City





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



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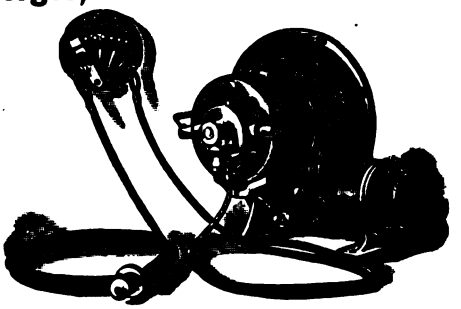
Champion Blowers, Forges, Drills and Screw Plates



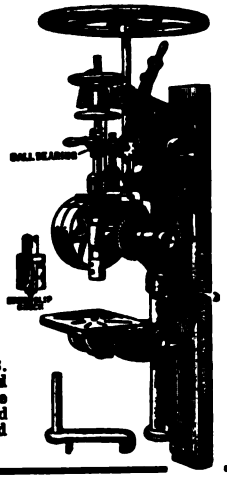
No. 400 Blower



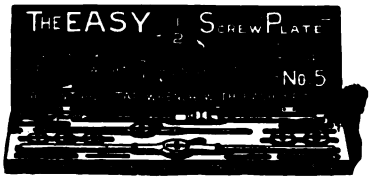
No. 401. Rivet Forge



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.



No. 268. Self-Feed and Double Compound Lever Feed Drill.



Screw Plates in Four Styles, Cutting up to 1½"

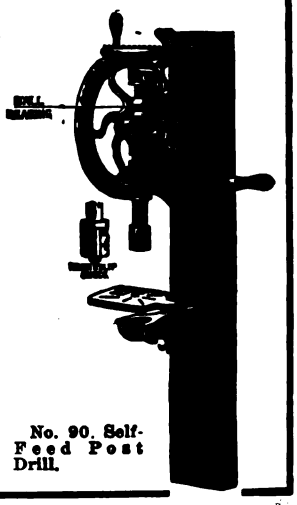
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Lancaster, Pa., U. S. A.



No. 90. Self-Feed Post Drill.

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

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STAND FOR

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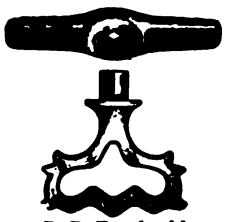
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FOR TINWARE MAKERS



Berger's Ear



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WHEN A CUSTOMER SAYS THAT—
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IS EASY TO SELL



Write us for Special Advertising Plans on Bur-Nor Hatchets, to help you

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So priced to you that you can undersell wood handled hatchets and make more profit.

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The reinforced steel handle that cannot break or come off appeals to every man. To show it, is to sell it.

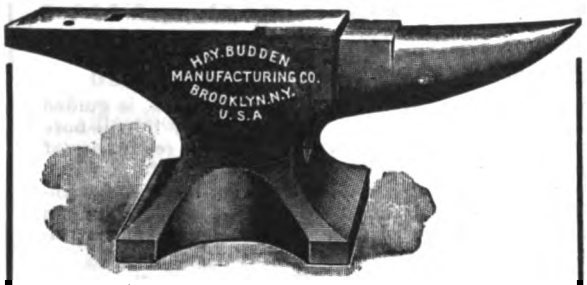
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Make a big window display of **BUR-NORS** —you'll be amazed at the excellent results.

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YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

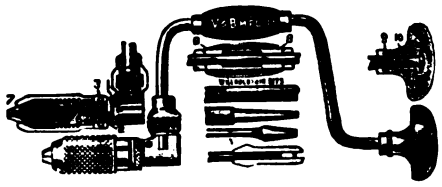
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Vaughan's Vanadium Supersteel Brace No. 222
Four Numbers, 8 to 14-inch Sweeps

Many dealers are undoubtedly carrying more brands of tools than they would ordinarily. Readjustment dictates cutting down these lines. They will wisely concentrate on quality tools.

Vaughan's Vanadium Supersteel Tools have a strong quality appeal. The Nail Hammer has been shown; the patented Brace is here pictured. Every tool represents a development which remedies imperfections or objections in ordinary tools. The patented key socket attachment of this Brace obviates troubles inseparable from end screw construction.

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AND

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WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



No. 1098

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. **Adjustable** to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

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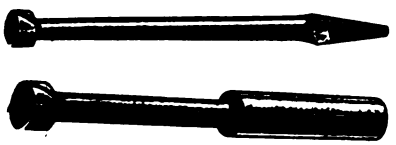
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Lancaster, Pa., U. S. A.

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"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

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Kees SCREEN HANGER

The large openings in the "eyes" and the guide flanges make it easy to slip the screens into place. These are exclusive features.

Our location enables us to give western trade especially good service. Direct or through most wholesalers.

F. D. KEES MFG. CO.
Beatrice, Nebr.
Makers of Skates and Hardware



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Sharpen it on a Cleveland

Dull tools are sharpened much quicker and easier on a power stone. The cost of the stone is not much, the work is excellent and the man who has much grinding — after once using a power driven grindstone — will never go back to the old method.

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Established 1863

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THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

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ALL THE NAME IMPLIES

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CIRCULAR CROSSCUT BAND SAWS HAND COMPASS BUTCHER

TOOLS AND TROWELS

—Made by—

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Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
Western Trade Supplied Thru Branches at
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Kingsbury All-Steel Trowel

Made from one piece of heavy gauge steel with handle shaped to fit the hand. Sharpened point makes digging easy. Very strong and substantial yet light to handle. Florists and home gardeners will find it far superior to any trowel on the market.

Entire length 11¼ in.; blade 6½ in.; weight 6 oz. Each Trowel packed in attractive lithographed box.

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Represented by RIEMANN, SEABREY CO.

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KINGSBURY KEENE N.H. MFG.

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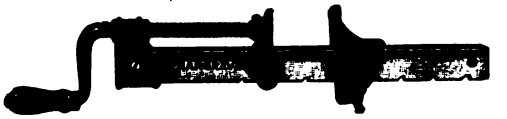
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An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP

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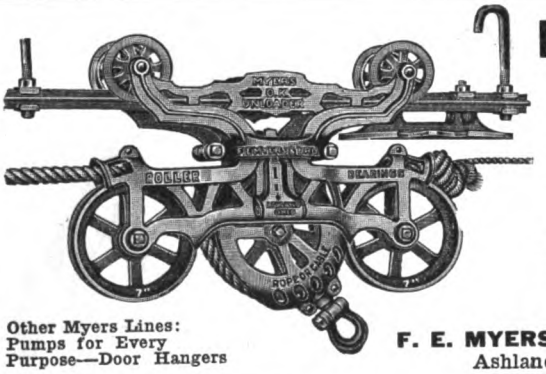


This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HARGRAVE QUALITY" TOOLS, for which you would have a ready market.

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FORCES THE OIL ANYWHERE

Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position of can.

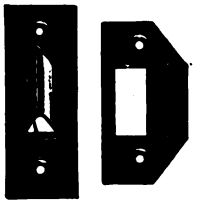
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MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



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The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

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No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

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Works Clean Fast, and Saves Money



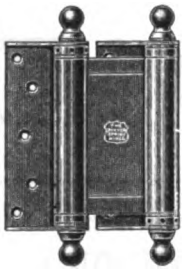
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Wheel tracks, wavy effects, ruts, gouges disappear when this sturdy and economical machine becomes the "boss of the floor." It gets into the nooks and crannies, close to the wall. Rubber tires, movable handle. Double-edged, high grade, carbon-tempered steel scraper knife—a sharp edge always. Fine floors, profit and greatest satisfaction come from the use of the Stearns Floor Scraper.

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The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

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Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

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The same careful attention is always given to the production of this staple commodity.

Rope, or any other manufactured article is judged, like people, by service rendered.

It is always a pleasure to advertise good goods, because when people are never deceived, the next ad. attracts thoughtful attention.

No better Pure Manila Rope made than

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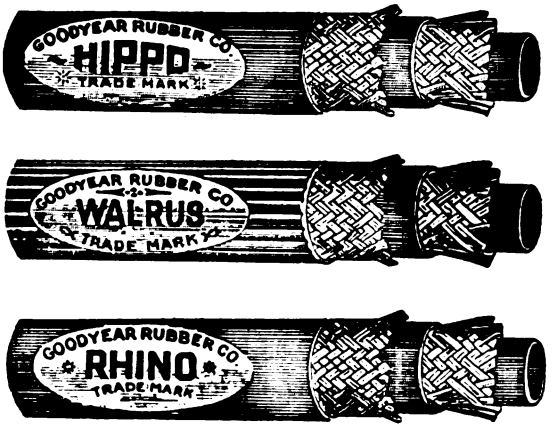
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Special Priming compositions controlled by basic patents, have been developed by The Peters Cartridge Company Scientists and used for all cartridges, most notably—Rim Fire ammunition, give results never before attained.

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Dick's Famous Feed Cutters

Hand and Power

On the Market 47 Years **Many First Models in Daily Use**

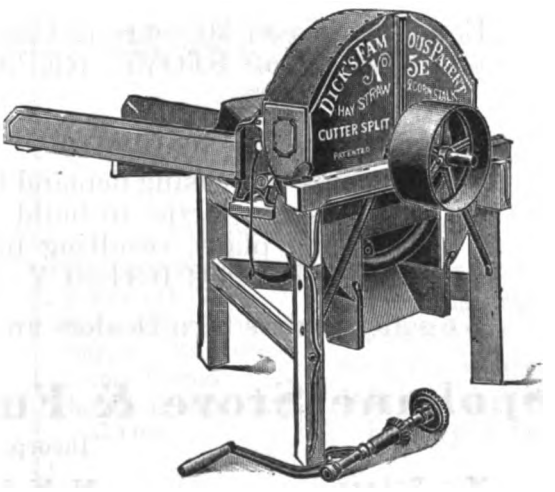
Dick's "Famous" and "Blizzard" Ensilage Cutters are light running, durable and strong.

Will cut any kind of material from fine blue grass to the coarsest dry or green forage. Cuts any length from 1/8-inch to 1¾-inch.

Knives are easily and accurately adjusted, easy to sharpen and made of the best steel obtainable.

If you have feed to cut or a silo to fill no matter how high or low, a Dick's Cutter will do it for you with the least power.

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IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

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Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

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Established 1867

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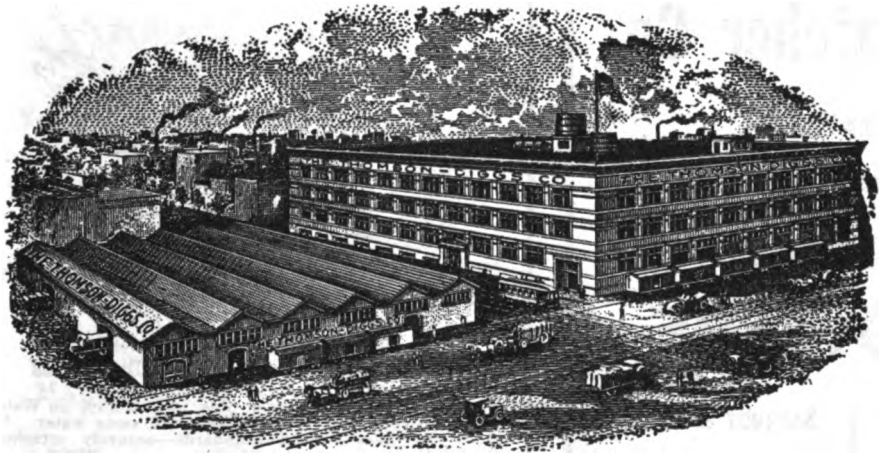
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+
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YOUR SAMPLE IS READY. May We Send It?

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EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

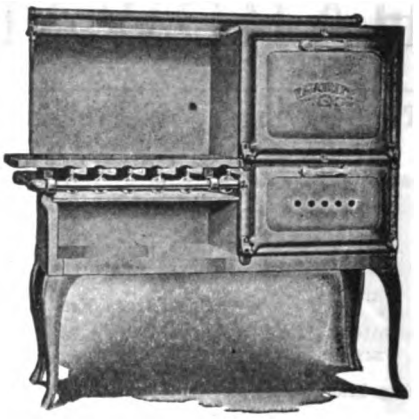
THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

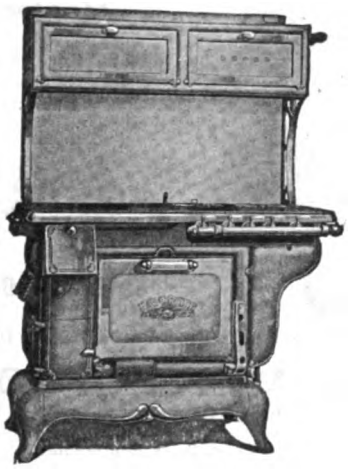
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BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

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The Schaw-Batcher Co.

SACRAMENTO, CAL.

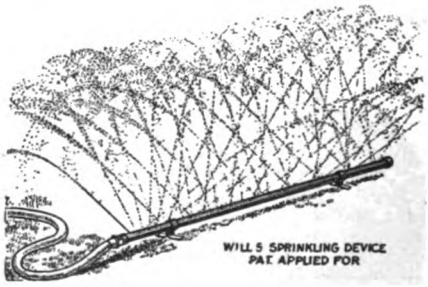
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Canton Steel	**Builders' Hardware**
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Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

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REMOVABLE HANDLE
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Valves that will stand the hardest usage

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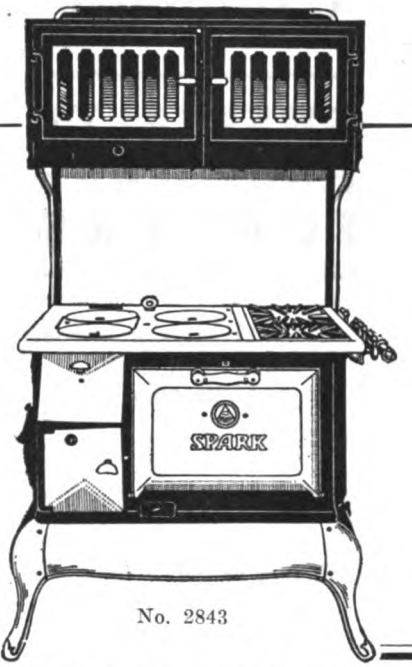
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FROM YOUR JOBBER
MADE ON THE PACIFIC COAST

Standard Brass Casting Co.

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Get the Exclusive Agency for this New Spark Range



No. 2843

Large Profits Through Selling This 3-SERVICE

Spark Range

(Burns Coal, Wood or Gas, Separately or together)

A quick seller—gives great satisfaction—has three independent ovens (operate singly or together at different temperatures)—built to win trade and does. Only takes space of two kitchen chairs.

This never-a-complaint Spark Range is only 38 inches wide, 26 inches deep — made of rust-resisting steel — has Nickel, Glass and Enamel Trimmings, Oven Thermometer.

Special Feature: Two Overhead Ovens

One will hold 18-lb. turkey. The other (closed) broils or boils **without fumes.**

A Range that instantly attracts buyers and wins their approval on unique merit. Guaranteed for five years.



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In a Daylight Plant—the finest stove plant in the west

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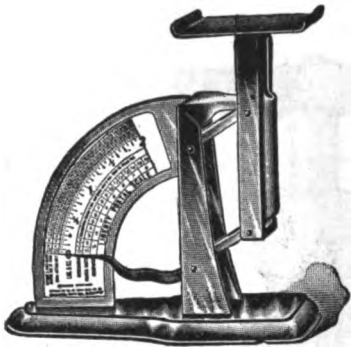
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A TRINER, OF COURSE



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Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.
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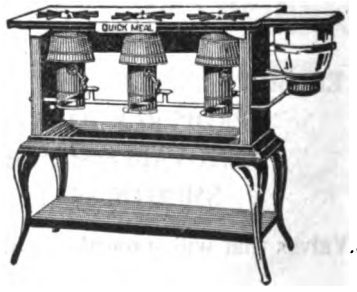
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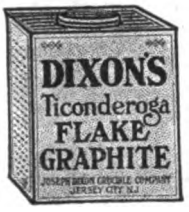


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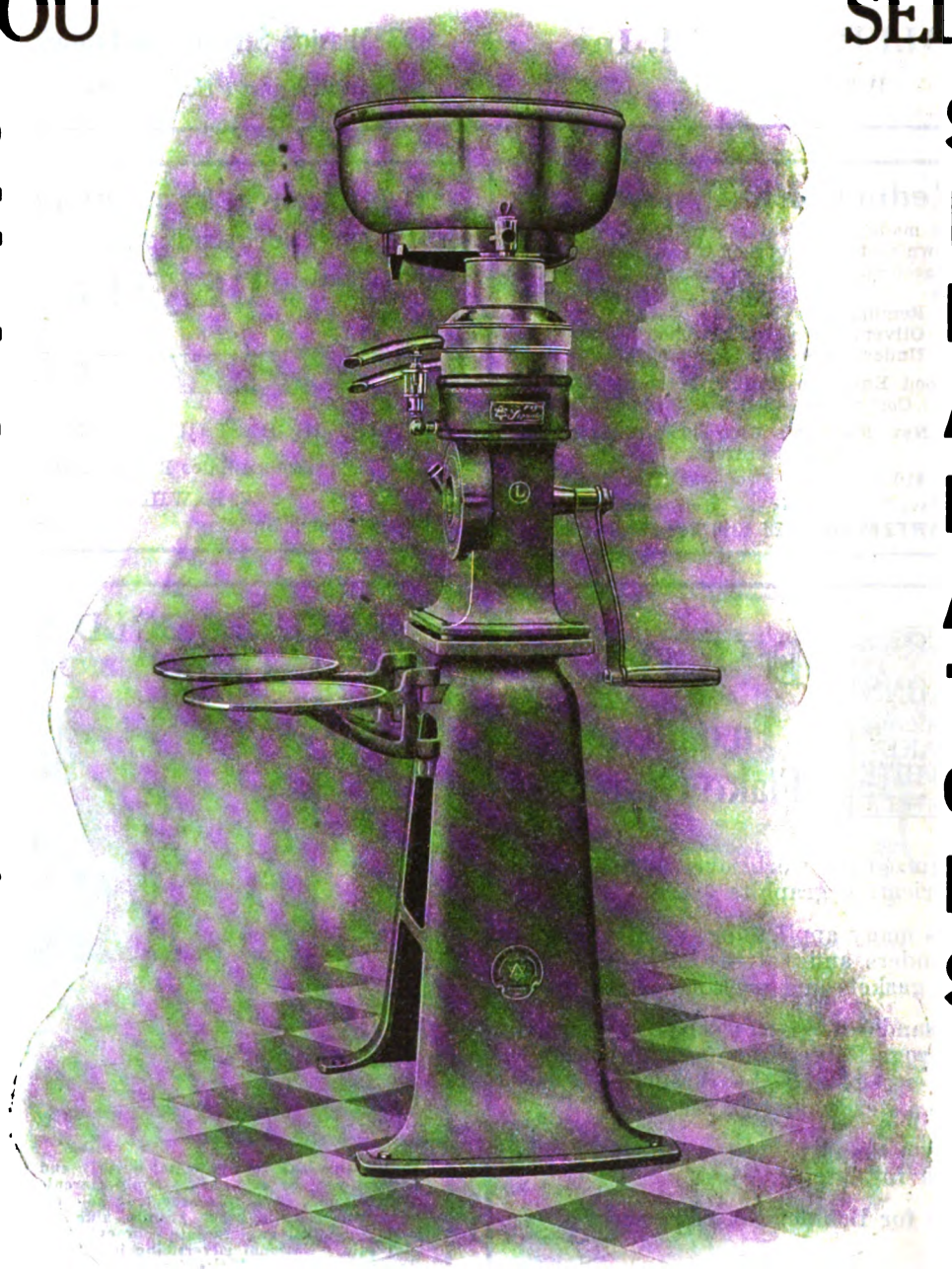
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THE CALORIC

Is the original fireless cooker, with exclusive patented features, but lower in price than most other cookers. Insulation fireproof and will retain cooking heat. Seamless aluminum compartments and utensils. Automatic ventilating valve releases excess steam but retains the heat. Will save 75 per cent of the fuel bill. Are sold without stands.

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On Stand



One Compartment

Capacity: One 12-quart compartment. Equipment: One 12-quart pure seamless aluminum kettle; two large radiators, one 2-inch and one 5-inch baking rack; one radiator rack; one pair tongs; one "Caloric" book of recipes. Dimensions: 16¼ in. high; 16¼ in. wide; 15 in. long.

No. 56 Seamless Aluminum Linings.

Each, $28.25

TWO COMPARTMENTS



Two Compartments

Capacity: Two 8-quart compartments. Equipment: One 8-quart double boiler; one 8-quart kettle, all pure seamless aluminum; one 2-inch and one 5-inch baking rack; one pair tongs; four large radiators; two radiator racks; one "Caloric" book of recipes. Dimensions: 15 in. high; 15 in. wide; 29 in. long.

No. 61 Seamless Aluminum Linings.....Each $46.25

Capacity: One 8-quart and one 12-quart compartment. Equipment: One 8-quart double boiler and one 12-quart kettle, all pure seamless aluminum; one 12-quart kettle, all pure seamless aluminum; one 2-inch and one 5-inch baking rack; one pair tongs; four radiators; two radiator racks; one "Caloric" book of recipes. Dimensions: 16¼ in. high; 16¼ in. wide; 32 in. long.

No. 62 Seamless Aluminum Linings.....Each $49.00

Capacity: Two 12-quart compartments. Equipment: Two 12-quart pure seamless aluminum kettles; one 2-inch and one 5-inch baking rack; one pair tongs; four large radiators; two radiator racks; one "Caloric" book of recipes. Dimensions: Same as No. 62.

No. 63 Seamless Aluminum Linings.....Each $50.00

Three Compartments

Capacity: Three 12-quart compartments. Equipment: Two 12-quart kettles and one set double nesting utensils, all pure seamless aluminum; six large radiators; one 2-inch and one 5-inch baking racks; two radiator hooks; two radiator racks; one "Caloric" book of recipes. Dimensions: 17 in. high; 17 in. wide; 49 in. long.

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Tin lining. Two 8-quart compartments

No. 11 Competitive—otherwise same as No. 61.....**Each $32.50**

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Adapted for every use. Suitable for Factories, Store or School Rooms. It is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights	182	240	300	385	525	575

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Tempered Blade Runs Clear Through the Handle.

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No. 95	Electricians' Round, Insulated	12 inches
No. 96	Cabinet Round	3-16x2½ to 12½ inches
No. 97	Machinists' Square	⅝x2½, 3½, 4½, 5½ in.
No. 970	Machinists' Round	⅝x1¾ inches
No. 99	Baby Round	3-16x1½ inches

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Red Varnished Handle



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No. 86	Electricians'	3-16 x 2½ to 12½ inches
No. 87		3-16x1½ inches

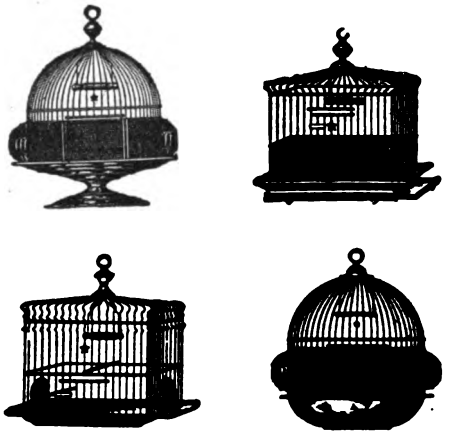
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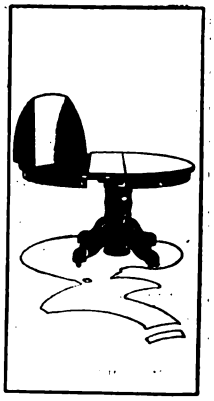
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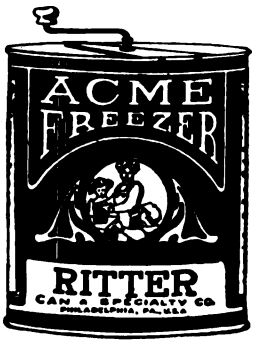
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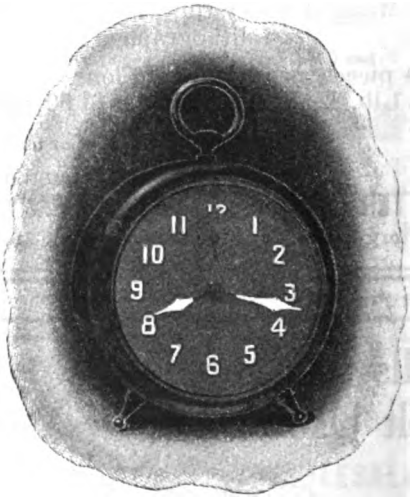
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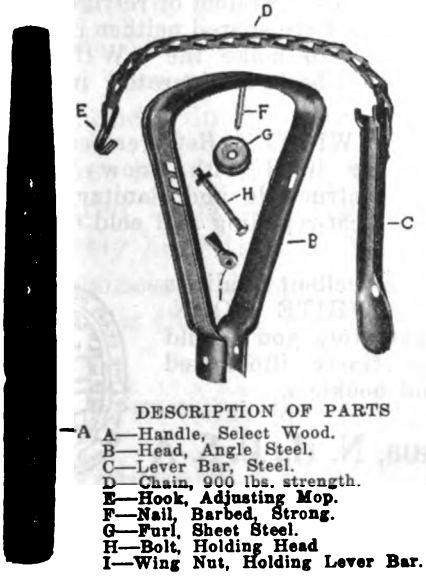
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Janitorial Utilities
"THE ONE-BETER"

Guaranteed to out-last three of any other type.
Superior to any other on the market.
Mop easily placed.
No wires to rust.
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The Greatest of Modern Conveniences

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Think then, what a Duplex Fireless Stove means. Time, labor and money saved **three times a day.** The Duplex Fireless Stove is the greatest of modern conveniences and more, it is a household **necessity.**

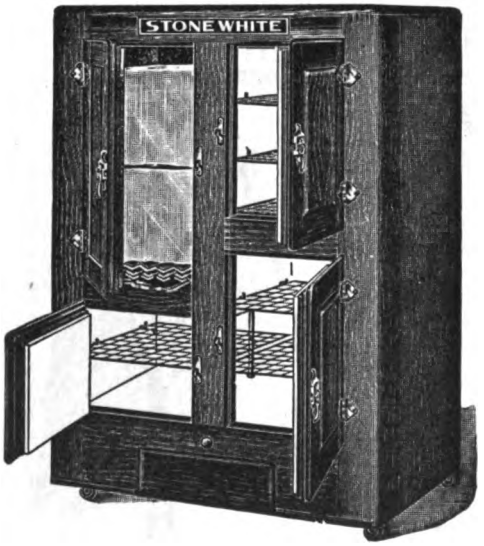
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Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

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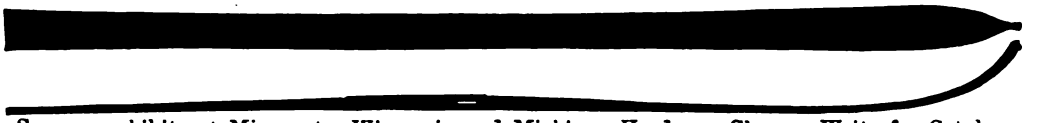
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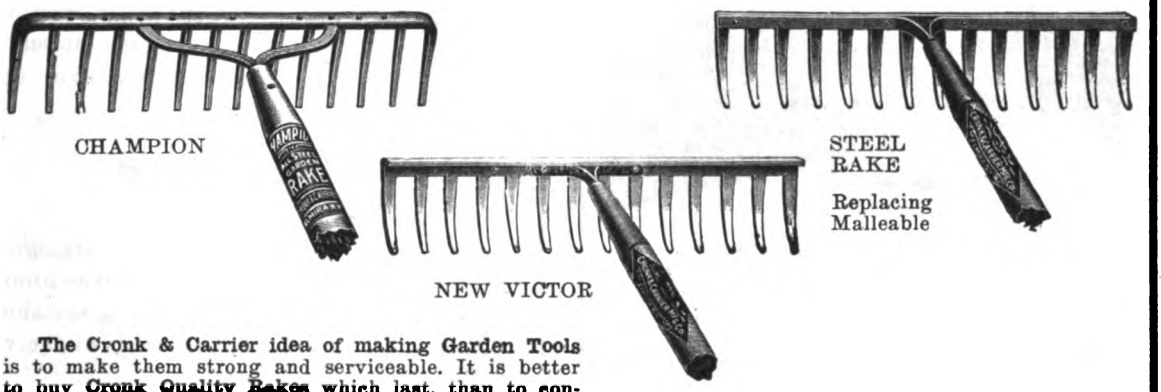
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Represented on the Pacific Coast by THE SPRAKE SALES COMPANY
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INCREASE your profits and build up friendship and good-will by handling the Aseptic Home Capping Machine. It is packed for your convenience in individual boxes, thus saving space, preventing loss of parts, and reducing your expense.

For our third year of bottle cappers we are prepared to double last year's out-put and sincerely hope that we will double our circle of business friends. "Yours for Mutual Profit" is the way we sign our letters and we mean it.

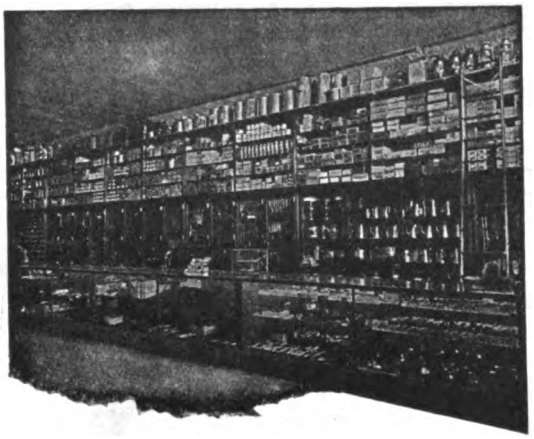
Write today for sample and prices.



Reinhold-Sharp & Company
615 Harrison St. Davenport, Iowa

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Hidden Hardware Won't Sell Itself

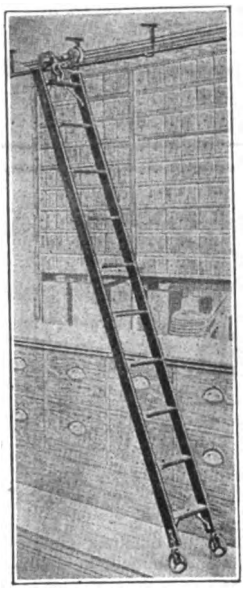


Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.
2415 No. Tenth St. - - - St. Louis, Mo.

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

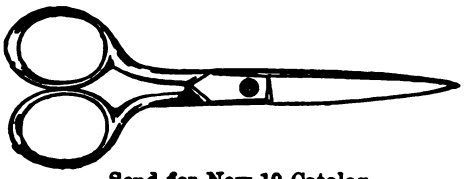
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"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for New 19 Catalog

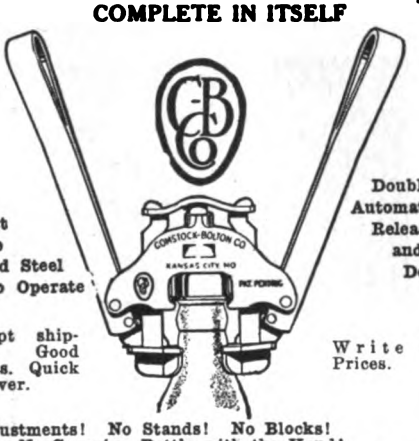
We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Mexico, D. F. Mexico

"C-B-CO." Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
Easy to Operate

Double Levers
Automatic Plunger
Releases Bottle
and Perfects
Double Seal

Prompt shipment. Good profits. Quick turnover.

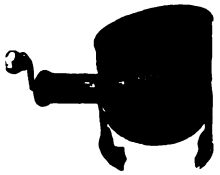
Write for Prices.

No Adjustments! No Stands! No Blocks!
No Grasping Bottle with the Hand!
No Set Screws! No Keys! No Springs!
Just cap the bottles as they stand!

"CAPS THEM ALL"



COMSTOCK-BOLTON COMPANY
Manufacturers Household Specialties
1925 E. 15th St. - - Kansas City, Mo.



GENUINE
HUNTER'S SIFTER

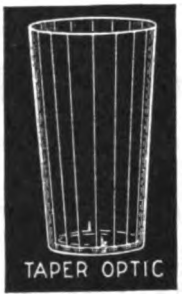
Standard of the World Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

A SHAVING HARDWARE MAN

IF you are a self-shaving Hardware or Cutlery Dealer, Jobber or Salesman, mail this ad with your name and address to the AMERICAN HONE COMPANY, OLEAN, N. Y., and you will receive, without charge or obligation, a new shell horse hide strop and a new hone in combination.

The best proof is the proof by test. We believe we have the best razor sharpener in the world and shall welcome the opportunity to have you see what it does.

IMPORT!

We can offer for immediate shipment a very attractive line of

Wire Products, Tools, Saws, Cutlery, Household Utensils, Etc.

SPIEGEL BROTHERS

396 BROADWAY Direct Mill Representatives NEW YORK CITY

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Patent Pending

Sells to Dealer for $150.00
Retail Price, $375.00

The COOK PHONOGRAPH

"The Cook Phonograph is concentrated perfection of tone and tone-control so crystal-clear that no carefully interpreted theme is lost.

"Its completeness in every detail is incomparable. The Reproducer, and its adjacent parts and the motor, with its marvelous smoothness, combine to make the Cook the peer of phonographic attainments —the cynosure of all eyes—'the observed of all observers.'"

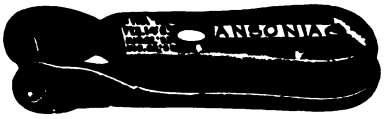
WE WANT JOBBERS FOR AGENTS

ERNEST C. COOK COMPANY

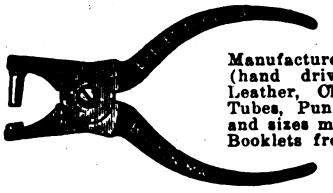
Manufacturers of the COOK PHONOGRAPH
"The Instrument of Quality"
Main Office, 116 S. Michigan Ave., Chicago

"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write
H. C. COOK CO. - ANSONIA, CONNECTICUT



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York Chicago Boston San Francisco

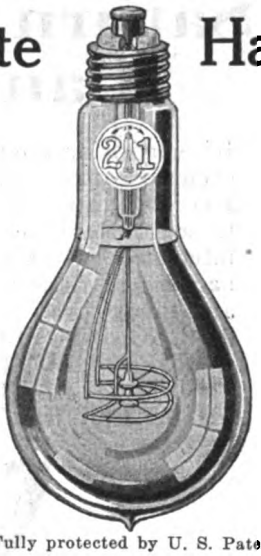
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The Complete Hardware Man

DUA LITE

SAVES: 50% in lamp outlay
100% in freight
100% in storage

Carries a full line of nitrogen lamps, and foremost amongst these is the DUALITE, the latest achievement in lamp construction, introduced by WHITELITE ELECTRIC COMPANY.



NITROGEN WHITELITE LAMPS

Made in 100 and 200 watts and sold in case lots only.

The DUALITE is a lamp with a double filament, regulated by a screw cap in the base to keep them burning one at a time, making the one lamp serve as long as any two lamps.

(Fully protected by U. S. Patents)

WHITELITE ELECTRIC CO.
Sole Makers

Write to us for prospectus.

368-370 Broome St.
New York City

Sell New Sweepers to Old Users

Special effort along this line is worth while, as Bissell sweepers wear out slowly. Many owners of very old machines tell you they sweep as good as ever, and only by being told about it or trying one in your store will they realize the easy-running efficiency of the modern "Cyco" Ball Bearing Bissell. The old sweeper has already paid for itself in the saving of brooms at the rate of four to six per year at least.

Sell a Bissell With Every Rug

For then a woman's mind is receptive to suggestions for its best daily care. And carpet specialists recommend that new rugs be swept only with a Bissell sweeper for a while.

Sell a Carpet Sweeper With Every Electric Cleaner

While the customer's mind is on floor cleanliness. The carpet sweeper is needed every day.

Sell a Sweeper With Every Home Work Saver

Including washing machines, kitchen cabinets, etc. Every purchaser of home work saving devices is receptive to the suggestion of others. Increase the sale by adding a Bissell to the larger bill.

Always Keep Sweepers on Display

Because they are usually purchased when one is shoping and is reminded of her need. Have a Bissell's "Silent Salesman" price card on the handle.

BISSELL'S "BLUEBIRD" DISPLAY WITH SPRING ORDERS

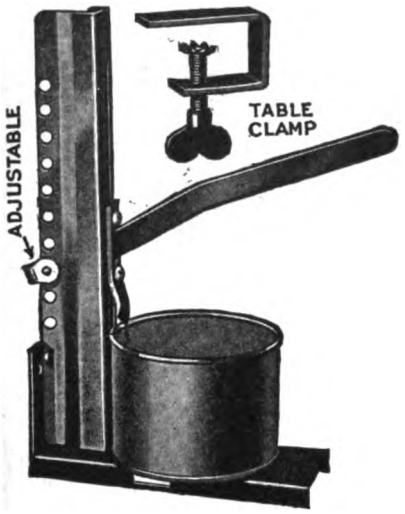
BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers

New York, 25 Warren St. GRAND RAPIDS, MICH. Niagara Falls, Ont. (Factory)

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MAKE 1921 A BANNER YEAR



OPENS CANS OF ANY SIZE OR SHAPE

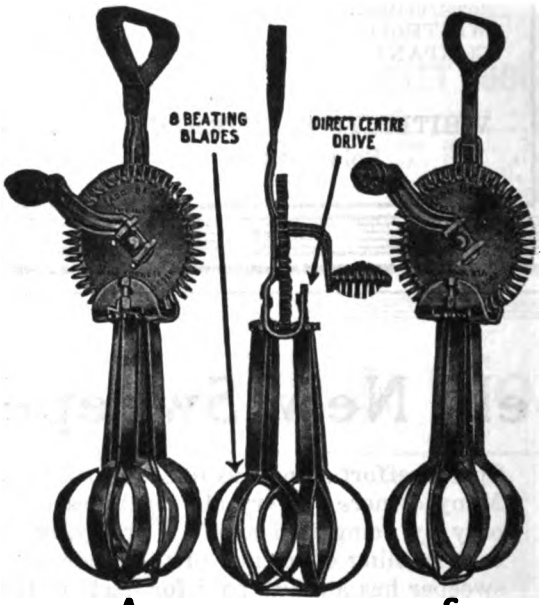
Saturn Stationary Can Opener

It's surprising the great number of accidents daily occurring through the use of old-style can openers. Last week a live man 35 years old called upon us to see this article. We asked him why so much interested. He showed us his right hand, which had a bad flesh wound, made in opening a can and though well treated, it was a bad wound indeed. OLD STYLE CAN OPENERS ARE DANGEROUS, INEFFICIENT: they PROVIDE NO PROFIT TO DISTRIBUTORS. HERE IS SOMETHING ENTIRELY NEW AND DIFFERENT.

Ladd All-Steel Beaters

3 Sizes---For All Requirements

At the beginning of new and vigorous up-lift in business, dealers must be thoroughly alive to the requirements of their trade. This country has not gone back to knick-knacks and NEVER WILL. These BEATERS, CANDIDATES FOR EVERY HOME, are HEAD AND SHOULDERS in QUALITY above anything for these purposes made anywhere in the world. So PROFITS must be LIBERAL and THEY ARE. SATISFACTION MUST RESULT from their use and IT DOES. Your BEST SERVICE goes along with their sale and DUE TO THEM, you are always remembered.





LADD
Mixer-Churns

LADD MIXER CHURNS—1 qt.—2 qts.

A little lower now—Are superior to anything yet made for their purposes, being 3 ARTICLES IN 1; in fact, the KITCHEN'S MOST USEFUL UTENSIL.

SATURN REELS (Clothes-line)

Every house wants these and LOOKS TO YOU (we don't want mail orders) TO SUPPLY THEM. As handy as can be.

NOT IN 10c STORES

JOBBERS the world over and US

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Building, San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Washington
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon



SATURN
Reels
Clothes-Line

UNITED ROYALTIES CORPORATION

1133 Broadway, New York

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Dealers Earn the Advertising Appropriation

$1.00 Gem Safety Razor Set

FREE FREE FREE



WITH

Every dozen Safetee Shaving Cream at $2.96 per dozen

or Safetee Cocoa-Butter Center Shaving Stick at $2.96 per dozen

or Safetee Shaving Powder at $2.96 per dozen

OR

Two dozen Safetee After-Shave Talc at $2.40 per dozen.



EXAMPLE

	Cost	Sell at	Profit
1 Dozen Safetee Shaving Cream.....	$2.96	$4.20	$1.24
1 Gem Razor Set.....	**Free**	1.00	1.00
Profit			**$2.24**

Push "THE LINE THAT PAYS"



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THE NEW ELECTRIC IRON

AUTOMATIC FIRE-PROOF

NO MORE WORRYING WHETHER YOU HAVE TURNED OFF THE CURRENT OR NOT. IT DOES IT FOR YOU WHEN YOU FORGET

YOU CAN NEITHER BURN UP YOUR HOME NOR BURN OUT YOUR IRON. BOTH ARE SAFE

THE CHEAPEST AND BEST FIRE PROTECTION YOU CAN BUY. AND IT PROTECTS

AT A GIVEN TEMPERATURE THE CORD IS AUTOMATICALLY DISCONNECTED 100 DEGREES BEFORE REACHING THE DANGER POINT

THE ELEMENTARY PARTS CARRY THE SAME GUARANTEES AS OTHER GOOD IRONS BESIDES BEING SAFE

A PROTECTION THAT SATISFIES THE MIND AS NOTHING ELSE HAS EVER DONE



THIS IS WHAT HAPPENS WHEN YOU FORGET

TELEPHONE SUTTER 5270

JAY W. STEVENS
MANAGER

FIRE PREVENTION BUREAU OF THE PACIFIC
908 MERCHANTS EXCHANGE BUILDING
SAN FRANCISCO, CALIFORNIA

BRANCH MANAGERS
EUGENE BATTLES, LOS ANGELES
H. C. CHANTLER, SEATTLE
H. F. BOARDMAN, PORTLAND
E. M. NORTHUP, OAKLAND
C. D. WENTWORTH, SPOKANE
L. W. STOFFT, SALT LAKE
R. W. MONTANDON, TACOMA

RAY E. SWEARINGEN
CHIEF ENGINEER
J. H. SCHIVELY
MANAGER PUBLICITY DEPT.

San Francisco, Cal., July 18, 1919.

W. J. Murphy,
1095 Market St.
San Francisco, Calif.

Dear Sir:

As you may readily understand from my position as manager of the Fire Prevention Bureau of the Pacific I have given considerable attention to every feature of fire prevention coming to my attention which gives promise of reducing the excessive and largely unnecessary fire waste of the nation. In this connection it was with great pleasure that I examined the electric pressing iron with the fusible pin attachment, exhibited at the recent convention of the fire chiefs of the Pacific.

I have had my attention called to many endeavors to eliminate the hazard of the electric pressing iron, but the fusible pin attachment to the iron which was exhibited is the only device I have seen which I can fully endorse. I hope that it becomes possible to place this iron in every home and in all tailor shops and elsewhere where pressing irons are used. This would be a great step towards reducing the number of fires arising from this prolific cause of numerous fires.

Very truly yours,

Jay W Stevens

MANAGER.

THE PERFECTING OF THIS DEVICE REPRESENTS AN EXPENDITURE OF OVER $10,000 AND SEVERAL YEARS' WORK. OVER 100 OF THESE IRONS HAVE BEEN IN CONSTANT USE FOR MORE THAN TWO YEARS TO PROVE TO OUR SATISFACTION ITS FULL MERITS BEFORE PUTTING IT ON THE MARKET.

THE IRON NEEDED IN EVERY HOME. EVERY WOMAN WANTS ONE.

EVERY ONE SOLD SELLS AS MANY MORE AS THAT USER HAS FRIENDS.

OVER 2000 SOLD THE FIRST 10 DAYS TO THE DEALERS IN AND AROUND SAN FRANCISCO. MANY OF THEM WATCHED IT THRU THE PROVING PERIOD.

THIS DEVICE DOES NOT INTERFERE WITH THE USE OF THE IRON, AS THE FUSE PIN DOES NOT BREAK UNTIL THE HEAT HAS PASSED THE HIGHEST DEGREE USED TO PRESS THE HEAVIEST MATERIALS — 100 DEGREES.

STOCK CARRIED IN SAN FRANCISCO, CAL.

In addition to giving your customer a Fire Proof Iron you are giving them one of the very best irons for service to be had.

PERCENTAGE OF PROFIT THE SAME AS ON ALL HIGH-GRADE ELECTRIC IRONS

SEND ALL ORDERS AND CORRESPONDENCE TO

ONE SIZE 6 LBS.

H. J. GUTE & CO.

150 Post St.
SAN FRANCISCO, CALIF.

GET THE BEST

RETAIL PRICE

$9.50

THE BEST BUY YOU CAN GIVE YOUR CUSTOMERS

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Priscilla Ware
Speaks for itself



This Round (self-basting) Roaster is Another New Item Just Added to Our Line of "Priscilla Ware"

The designs and pleasing shapes of "Priscilla Ware" are in keeping with the quality of workmanship and finish and in no line of aluminum ware has there been worked out such "harmony" and uniformity in the different sizes.

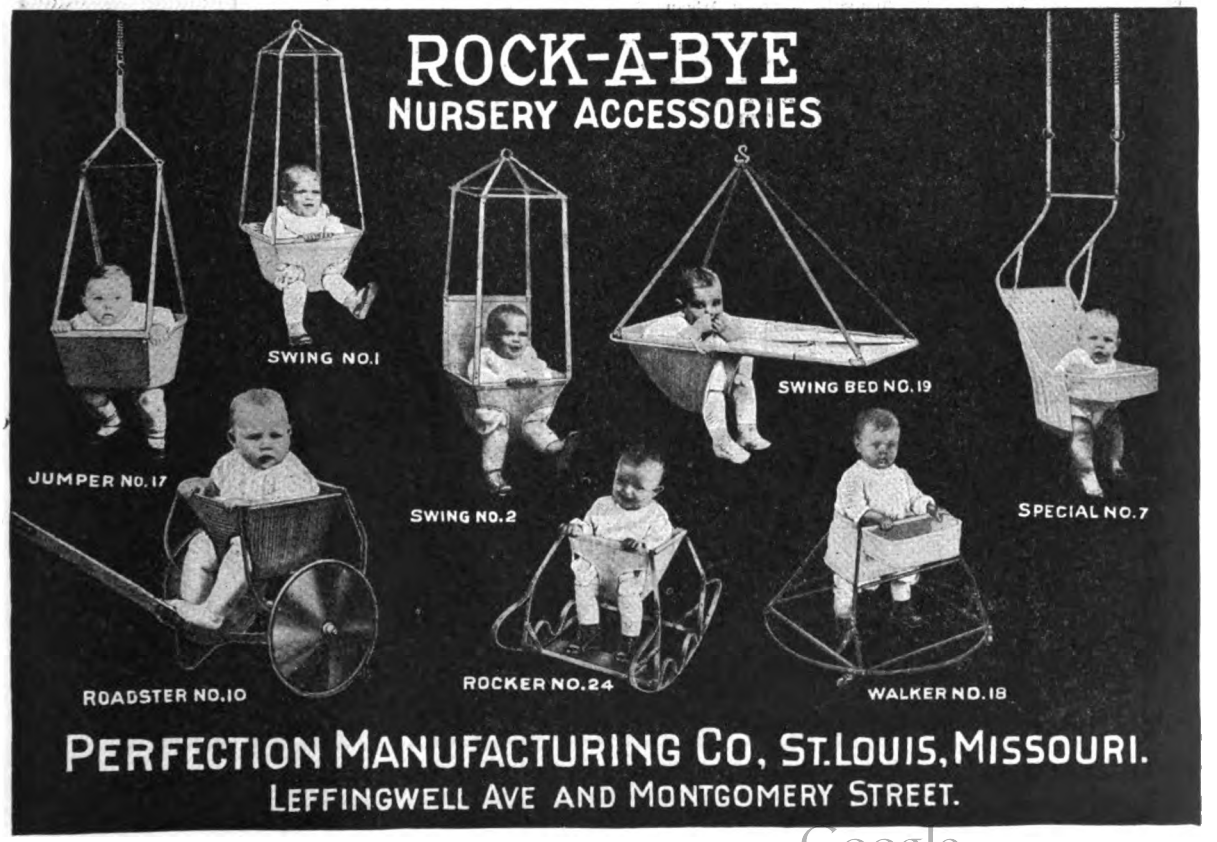
"Priscilla Ware" is made of heavy gauge aluminum and is sold direct to the retail trade only at prices that make the line highly profitable to the dealer.

Leyse Aluminum Co.

KEWAUNEE, WISCONSIN

Western Representatives, H. J. GUTE & CO., 150 Post Street, San Francisco, Cal.

Priscilla Ware
Speaks for itself



PERFECTION MANUFACTURING CO, ST.LOUIS, MISSOURI.
LEFFINGWELL AVE AND MONTGOMERY STREET.

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SAVE



WHEN YOU BUY THEM

YOU WILL WANT THEM AT SOME TIME

ORDER NOW!

For Prompt Attention Communicate with the Nearest

HOUSE OF SERVICE

***E. F. REINHARDT & COMPANY**
13 South 4th St., St. Louis, Mo.

***MINNEAPOLIS ELECTRIC LAMP COMPANY**
706 1st Ave. N., Minneapolis, Minn.

SOUTHERN JOBBERS SUPPLY COMPANY
534 Bienville St., New Orleans, La.

SAMUEL TOOLE
336 Burgess Avenue, Indianapolis

MICHIGAN LAMP COMPANY
109 Michigan Ave. N. W., Grand Rapids, Mich.

W. J. KATTREIN
29 No. Pearl St., Albany, N. Y.

***MID WEST LAMP COMPANY**
189 West Madison St., Chicago, Ill.

HASKELL ELECTRIC LAMP AND SUPPLY CO.
1001 Chestnut St., Philadelphia, Pa.

***J. R. O'DONNELL & COMPANY**
171 2nd St., San Francisco, Cal.

W. W. BOLZ
614 Fulton Bldg., Pittsburgh, Pa.

D. A. THURSTON
117 Trowbridge Ave., Detroit, Mich.

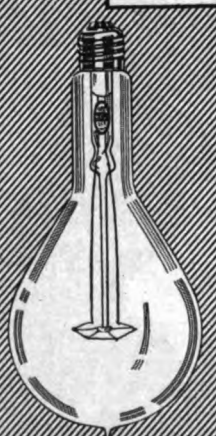
LOUIS SHIRO
50 High St., Boston, Mass.

H. L. WILLIAMS
Augusta, Georgia

O. J. DYKEMAN
117 No. 8th St., Reading, Pa.

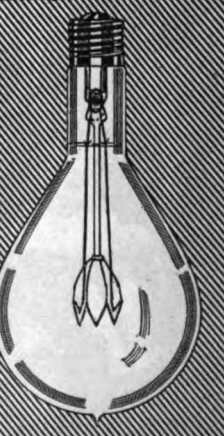
NULITE ELECTRIC COMPANY
220 West 42nd St., New York City

*Warehouse Stock.



SAVE

When You Use Them



FACTORY and MAIN OFFICE

SAVE ELECTRIC CORPORATION

220-254 36TH ST. BROOKLYN, N.Y.

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1847 ROGERS BROS.
SILVERWARE



The Silver Treasure Chest

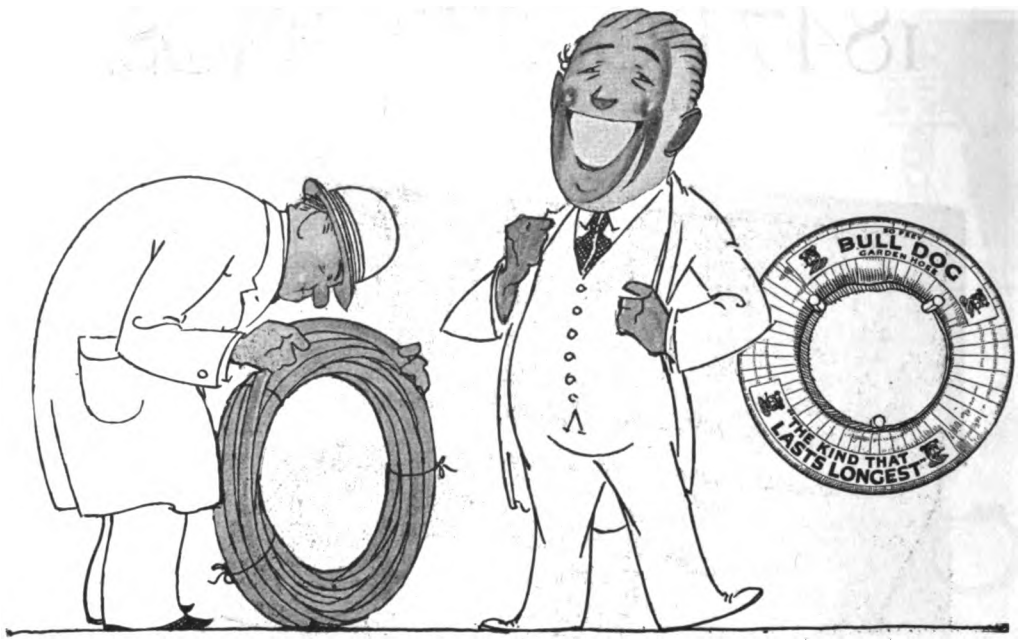
A new case holding 1847 Rogers Bros. Silverware; leatherette, handsomely lined with blue velvet; removable tray. The front drops down when the cover is opened.

Attractive way to display silver. Case is especially convenient in traveling.

Write for illustrated folder to Advertising Department, International Silver Co., Meriden, Conn. (Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.).

INTERNATIONAL SILVER CO.

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The live hardware dealer says:

"I Don't Mind Suspicious Customers

"I like to see a man take the trouble to identify the goods he is buying. I don't keep anything in this store that won't stand looking at.

"But finding the mark on an ordinary length of garden hose is quite a job. It's always at the other end. You have to turn the coil over and over or sometimes run through the whole length.

"With package hose it is different. He who runs may read. It saves time in selling as well as time in handling. That's one of the reasons I enjoy selling the 3 standard 5/8th brands—BULL DOG, GOOD LUCK and MILO."

BOSTON
WOVEN HOSE &
RUBBER CO.
Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands.

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Hardware World

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Volume XVI MARCH :: 1921 Number 3

New Homes Help Destroy Radicalism

THOSE who have studied the matter closely tell us that a million homes are needed now in the United States simply to meet the demand, not to provide a surplus.

The home is the greatest stabilizer known. It stands as a bulwark against radicalism, no matter in what guise it may appear. The man who owns a home or the land on which to build a home, or even who has through his industry and thrift acquired an equity in a home, will not be an advocate of communism—unless he is mentally unbalanced. And the fact that he has a home or is striving to get one argues against an abnormal mentality.

If the people of the United States should do their full duty this year and build the urgently needed new homes, the end of the year would see one million new votes against communism, or any other "ism" running counter to the approved rules and regulations of our free institutions.

Just as a land-owning peasantry in Russia will eventually banish communism from that country, so a land-owning and home-owning citizenry in the United States will keep communism from getting a foot-hold in this country.

Thus we have a double incentive toward homebuilding: We need the houses to live in, and we need them as permanent, substantial votes against radicalism of all sorts. In its insane efforts to "conquer the world" Bolshevism will find its Waterloo wherever it encounters a home-building, home-owning people.

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SLOW-PAYING CUSTOMERS AND SLOW-MOVING STOCKS

There isn't much difference between slow-paying customers and slow-moving stock, when the question of increased profits are concerned. Both are in the same boat. Money absorbed in a great number of charge accounts that come in slowly, or not at all, decreases a merchant's income just the same as money tied up in slow-moving stock or stock that does not move at all.

In both instances the merchant's dollars that should be working all the time are relieved of their full profit earning power. That of course means a loss the full length of time the money is kept from the duties intended for it—that of making more money.

It is possible then for $100 in ready cash to make three or four $10 profits in a given period, while another $100 tied up in credit may make only one, none at all, or become a total loss.

It's a Plain Business Proposition

It works out just the same when merchandise is considered.

One thing is quite certain then, a merchant can't grant credit, buy stock or do anything else that concerns his business, on a hit-or-miss plan, or a plan that is obscure and incomplete. Thousands have tried it and other thousands still are trying it, but it never yet has worked. Sooner or later they come to the end of their rope.

It certainly is to a merchant's advantage then to prevent his money from slowing down by granting too much credit or investing in stock that does not move.

Knows Just What He Is Doing

In order to do this successfully a merchant must know constantly just what he is doing. The most successful ones insist on accurate figure records that tell them from day to day, how much they have outstanding, the amount paid, and much other information, all arranged in such a way that they can tell when it is advisable to curtail credit and when to push collections. They don't have to wait until the situation gets away from them. And that's the way it should be with every merchant who hopes for success.

Knowledge of His Business Helps in Every Way

Then again it is about the same when it comes to buying merchandise. The successful merchant knows the lines that are selling the best and those that are not. His figures point out everything to him. With such information always at hand he can regulate his buying in such a way as to avoid the merchandise that does not sell. Thus he increases his turnover many fold, which, of course, means new profits and a constantly increasing bank account.

And that is what everyone is striving for.

Customers are always right — they decide what you can sell.

STICK-TO-ITIVENESS EXERCISED BY BIG MEN

Diamonds are chunks of coal that stuck to their job.

If it has taken millions of years to develop mankind, must we fret if it takes us a few years to rise above the rank and file of mankind?

Must we quit if we don't get there quickly?

Note this: There is not one major figure in American financial, industrial or commercial life today under forty. Not one.

And what of the past?

The original J. P. Morgan, though born rich and reared as an international banker, was sixty before he did his greatest work and nearer seventy before Wall Street, in its hour of trouble, acknowledged him as its undisputed leader.

Harriman at fifty was an obscure broker with a penchant for railroading.

Hill's hair was gray before he became Empire Builder of the Northwest.

Charles M. Schwab was president of the world's first billion-dollar corporation before he was thirty-five, lost his steel throne, dropped from the limelight for a decade, but during this time he redoubled his efforts and he has done his greatest work since he crossed the half-century mark. He did not quit. He stuck.

The three bankers who were the most influential in America—James Stillman, Jacob H. Schiff and George F. Baker—averaged seventy years of age, when the first two died; while the three dealers of the "younger school"—Henry P. Davison, Frank A. Vanderlip and Otto H. Kahn—have all lived half-a-hundred years or more.

There is not a leading railroad president in the whole land not old enough to be a grandfather.

Employers today shun shifters.

There is no market for rolling-stones.

Life is so specialized that jack-of-all-trades are wanted by none.

To last, a man must stick to his last—he cannot hope to be a good shoemaker today and a capable plumber tomorrow.

The pace today calls for men of red blood, not white livers, men of grit, not grouch.

Stickers, not sticklers, are wanted.

Is it not the literal truth that America, as we know it, owed its discovery by Christopher Columbus to this very virtue of stick-to-itiveness?

Without stick-to-itiveness no man is likely to climb to the top of the ladder—and stick there.

Any man is wealthy who has good health, a happy home life, a business or profession in which he is interested and successful, a passion for growth, and the ambition to be of service to his fellow-men.

With these he has all he needs, if not all he wants, and he could not get any more out of life if he had a billion dollars.

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SUCCESS A MATTER OF RECORD

A famous banker counseled a hardware dealer to hire competent specialists to conduct the different departments of his store. When the dealer complained that he could not afford the expense of such employes, the banker showed him how he could procure the services of these experts at a cost per year of less than one day's wages.

"My dear fellow," he said, "don't you realize that the experience of the brainiest men in the business world has been reduced to a matter of paper and ink?

"What man has done is a matter of record. His failures, his successes, his experiences, his discoveries he has put on paper. These experiences cover every state—every country and town—while your personal experience has never crawled over the boundary of the town of your birth.

"Take your own trade paper. What does it mean to you? Do you know how to read it? Do you know what it is? A magazine? Yes, it is merely a magazine to the man who does not use it.

"It is very much like a mirror held up to the entire hardware field, in which he can see at a glance what the world is doing—not in one town, but in store and factory the world over.

"It is a sales manager, handing him monthly a written report of the most efficient and effective selling methods, selling ideas, and sales management.

"It is a sales manager that never sleeps—an employe that works everywhere and is always on the job.

"It is an advertising manager, a credit manager, an agent helping him to find and train employes.

"It is a market barometer forecasting storms—predicting prosperity.

"It is a secretary that sorts the best from every line of activity and picks out the big news items and brings them to his desk.

"In fact, no secretary could equal that service at ten times his salary and at a thousand times the subscription price and get the news so accurately, so promptly, and half so interestingly presented. Did you ever get that slant on the situation, my friend?

"Your trade journal is departmentalized and covers every phase of your business. You can turn to any department and get in a few words and fewer minutes information that you could not get personally in a year. And all this information is the sifted gold of a thousand dealers' experiences. Do you use it? If you did, every issue would come to you like an army of experts.

"Because I am a banker and have no direct interest in hardware, don't discount what I am telling you. We bankers do other things than count change. If we did not, a wooden Indian could hold down my job as efficiently as I do myself.

"We get that broad outside angle that you fellows with your noses down to your desks very often miss."

THE MOTTO OF JUDGE GARY

Judge Gary has in his private office a novel device, different from anything I have ever seen in any other big man's office. Raised several feet, on a neat stand, are arranged large transparent letters which read:

It can be done;
Can't must be overcome.

By pressing a button on his desk, Judge Gary can illuminate the letters very brightly by electricity. The judge makes very effective use of this contrivance by instantly pressing the button when anyone begins to speak pessimistically and complain that a difficulty can't be overcome. Within the last few weeks he has placed prominently in his office another motto, reading:

Success comes in cans,
Failures in Can'ts.

The "Can't must be overcome" motto has worked in the case of the man who has risen to be head of the largest enterprise in the world. Why shouldn't it work with the rest of us?

You can put your overcoat, your best shoes or your watch in pawn. You can get them back for a little money; or if you never redeem them, you can replace them. But once you put your character in pawn, it is a different matter—entirely different.

Develop strength of character by doing one thing you ought to do, but do not like to do, every day in the week. After awhile you'll like the feeling of strength and independence which will become yours.

You will never fail because you are too well posted, but you are mighty likely to fail if you are not thoroughly informed.

Genius: A man who can make a million or understand a woman.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg, San Francisco | 1302 Young St., Dallas, Texas
888 Taylor St., Portland, Ore. | 424 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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DOES IT PAY TO ADVERTISE PRICES?



Not long ago a merchant in Wisconsin complained that every time he advertised prices his competitor cut below him. He expressed a serious doubt as to the advisability of advertising prices at all.

So we asked the general manager of one very prosperous store for his opinion on the subject.

"The answer to the question, 'Does it Pay to Advertise Prices'," he said, "depends entirely upon several things I will bring out.

"No merchant should overlook the fact that there are times when the price will be the sole incentive for the person reading the advertisement.

"Many merchants advertise merely as a matter of form. They wait until the last minute to write their copy, hastily bunch together a little material and send it on to the printer. If a merchant expects to get results from advertising, a desire must be created for what is to be sold. Just read through several pages of any mail order catalog to see how cleverly the writer attempts to make the customer want the commodity. Practically every description is so worded as to bring out the four points of a sale—attracting attention, arousing interest, creating desire and closing the sale.

"Many people are appealed to through price. Education has a tendency to cause people to want to know something about the quality of the commodity. Again there is a class of people in each community, the so-called 'Elite,' who will not purchase wearing apparel or furnishing for their homes when prices are known to their friends.

An Illustration

"For example, a store in a medium-size city sold a customer a three-hundred-dollar Hudson seal coat, trimmed with dyed skunk. The customer had priced coats in both New York City and Chicago some weeks previous. She had found that nothing could be had under four hundred and fifty dollars. On her return to the city she asked that a special order be made for her. Exactly what was wanted was procured at a wholesale cost of two hundred and seventy-five dollars. This customer told all of her friends that she had purchased the coat of one of the best-known Fifth Avenue shops in New York City at a price of five hundred dollars.

"I take it that the merchant in question is situated in a small town, surrounded by a thrifty farming community. What he has to say regarding the cut price methods of his competitors proves that much of the population is interested in price.

"Were I this merchant, I would write chatty little ads, pounding on a few articles at a time. I would talk quality alone one week out of each month, forgetting all about the prices of the commodities advertised. The other three weeks I would strive to make the customer want what is advertised. Then I would run a half page every three months, making use of three or four leaders to top off the advertisement. Place a limit on the amount sold to each customer. These specials can be sold at actual cost price.

Teaching Your Competitor

"The loss of profit on the specials will be more than made up by the profit on additional merchandise. And, should the obnoxious competitor attempt to undersell on these articles. I would let him do it. But I would send all of my salespeople and friends down to purchase some for me. These I would place in my window with a card, 'While they last,' giving the same price as his. This will soon cure him of attempting to undersell. And the quality talks will soon place this merchant out of the reach of his competitors.

WHAT IS EFFICIENCY?

(By "An Old Fogy")

"Efficiency is Acquired Information." Ordinarily I would read no further than that. I would assume that a statement so loose and inaccurate at the beginning would be followed by statements even less dependable.

I might even be under the impression that the authors of the books of reference had written the advertisement, and so would incline toward the warrantable inference that the books themselves might be doubtful guides in my research work.

Efficiency is not acquired knowledge. It is applied knowledge.

Efficiency is knowledge in action, not knowledge in storage. The brain absorbs, soaks in knowledge as a sponge soaks in water.

Efficiency squeezes the sponge, brings the knowledge out and makes it useful.

A man may acquire all of the knowledge that is is possible for a human brain to hold, yet be so inefficient that he is practically useless to himself and his fellows; while another man may have acquired—that is, come into possession of—comparatively little knowledge, yet be uncommonly efficient because he applies his knowledge in his every-day thinking and working.

Practically speaking, efficiency has nothing to do with the acquirement of knowledge but only with its application. But as knowledge to be used must first be acquired, efficiency is dependent upon the acquisition. If the expression under scrutiny had read: "Efficiency is Applied Knowledge," it would have been complete and in no sense misleading, for the application of knowledge presupposes its possession.

Acquire knowledge by all means, then become efficient by using that knowledge to the best possible advantage.

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GETTING THE MERCHANT TO STOCK A NEW ARTICLE



Don't get excited and fire your favorite clerk just because you happen to find in stock an article of which you have no record, and about which nobody seems to know anything. Perhaps it was left there by a "smart aleck" salesman who selected that particular method of introducing his line and creating an impression in your mind which would make it easier for him to sell you when he called upon you later.

At least, that is the method used by a toy salesman who has found it to work out satisfactorily in department stores. He recently had a new toy to put on the market and did not find the toy buyers sufficiently receptive. He decided on an entirely new method of approach.

Going into the toy department he dropped one of the toys on the counter and watched developments. Within a very short while, one of the customers, attracted by the highly colored carton in which the toy was enclosed, picked it up and inquired its price. The sales-clerk was completely at a loss, and sought out the buyer for an explanation of the mystery. The buyer was equally dumbfounded and an investigation was immediartely started to find out where the toy came from, and naturally, it failed.

A day or two later, the salesman nonchalantly walked into the buyer's office and without a word regarding the ruse he had played, offered the toy in question as an entirely new proposition. As the buyer had already taken the toy apart and examined it thoroughly in an effort to locate its origin, the selling was made considerably easier for the salesman and he got a good sized order.

If this idea was copied by other salesmen, storekeepers may find on their counters considerable merchandise for which they will never be billed and which they will be unable to account for.

A Good Policy

"When I put in a new article, and it sells well, I am never backward in admitting to the salesman the success his line has proved," declared a Savannah merchant. "Some merchants feel they are losing ground when they concede that a certain line of goods has made good with them, but it has not worked out that way with me.

"A jobber's salesman once told me that he would rather have an order for one case and know that the purchaser was a booster for the line, than an order for five cases from a merchant who would just carry the stuff in stock and let it sell itself.

"With that in mind, I make no attempt to conceal my enthusiasm with regard to a line which sells well, and it has paid me big dividends. When a manufacturer or a jobber realizes that I am a booster for his goods, even though I buy only in small quantities, he makes every effort to develop the line in my store. He sends me also the dealer helps he issues, and sometimes goes out of his way to put on extensive displays in my store, and thus increase my sales.

"Because I am only a small buyar, they would not devote so much attention to me if it were not for the enthusiasm I display in regard to their goods."

SOUND ADVICE TO YOUNG MEN

Edwin M. Herr, president of the Westinghouse Electric & Manufacturing Company, when asked to give out of his ripe experience practical, commonsense pointers to young Americans ambitious to make something of themselves, replied:

"There never was a time when so many opportunities were open to ambitious young men as at present.

"This is especially true of technically educated men. Instead of these men having to seek jobs, employers are keen to offer them attractive salaries on graduation. All this is bad for the young men, as it gives them wrong ideas of the necessity of effort to achieve success. No real success comes in this world except through intelligent effort. 'In the sweat of thy face, shalt thou eat bread' is as true today as in Biblical times.

"Make no mistake, young man, for while opportunities are here in unprecedented numbers, they cannot be grasped and mastered except through earnest, faithful and laborious work.

"The world is moving forward with constantly increasing pace, and he who would master any of the opportunities constantly offering must be no laggard, but one who is not only willing to work but who has also been trained in the severe school of overcoming difficulties.

It is only by this training that one develops strength, courage and character patiently and gradually to achieve success.

"Beware of the easy job and the place with short hours and big money. Nothing will so surely ruin a young man. Look rather for the place full of difficulties but with a worthy end to be attained when they are overcome.

Be unselfish in your work. Help your fellows freely. Give to others of your knowledge and experience. You will gain more than you give, and thus broaden and deepen your own understanding.

"Remember this is not an individual world. Learn to cooperate with others. Work with men cordially and they will readily work for you.

"Let your work and dealings with men always be guided by the Golden Rule."

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Frankness Begets Confidence

Treat Your Customers as You Would Be Treated if Position Was Reversed



"There are many little points to watch," exclaimed Ed Miller, "especially in the hardware business."

"That sounds interesting, Ed," smiled Joe Bates, genial traveling salesman and friend of hardware store clerks. "I'd like to hear more details."

Young Miller laughed. "Well, a while ago Mr. Tipton called up for a pane of glass fourteen by thirty inches. I happened to remember that the last one of that size was sold yesterday. So I knew the nearest thing we had to the size wanted was fourteen by thirty-six."

"Did you tell him this was the nearest size you had?" asked Bates.

"No, I did not. I played safe; if I had told him we would have to cut down a large glass, he might have refused to take it. So I didn't say anything. The order was taken in the regular way and then I cut the bigger glass down to size."

"How about the difference in cost?" Bates showed increased interest.

"Oh, I charged the little glass up at the price of the bigger one. I figure I made a sale that otherwise might have been canceled."

Ed Miller expected the approval of his friend, but it was not forthcoming. Instead, Bates offered a criticism of such tactics.

"You are mistaken, Ed. No doubt you thought you were doing the firm a good turn when you made this transaction. But every deal that is not simon pure invariably proves harmful in the end.

"For instance, you boast that you sold a small glass at the price of a larger one. The customer was ignorant of the conditions of that sale, and it follows that you were not fair with him. You should have told him about the larger glass."

"But I was afraid he would refuse to take it," defended Ed.

"Even so," continued the traveling man, "the profit on one piece of glass is nothing when you stop to figure the total business of each customer during the year. Each customer is an asset to the store just as long as you keep the good will of a buyer. But you see, you charged this man for more than what he received. Maybe he will think your price is too high; and suppose he calls up another store for a price on a glass fourteen by thirty; that is the size he asked for, and that is what he is charged with; he doesn't know it was cut from a larger glass. If he calls another store, their price will cover the size asked for and naturally it will be less. In such a case, who would blame Mr. Tipton if he bought his glass elsewhere in the future?

"Of course, you didn't wish to lose a sale. But it would be better to lose this one purchase than to suffer the loss of all his future patronage. I really think he wouldn't have refused if you had explained conditions. At any rate, he would have appreciated your frankness. That is the greatest thing to build confidence, and remember once a customer loses confidence in a store or salesman, that customer goes elsewhere."

Burt Evans, another store salesman, joined the discussion.

"Did you see how I handled that customer that bought glass from me?" he asked. "He wanted me to throw in enough putty; but I told him what's what."

"Yes, I heard you," smiled Bates. "But it wasn't good business, Burt. You were too harsh. Many stores do put in putty with the glass they sell. And this man may have been accustomed to this practice. You openly contradicted him when he mentioned the fact. Instead of opposing his statement you could have partly agreed with him. In this way a customer will listen more readily and you hold his good will. You could tell such a customer that many stores may include putty, but the cost is added to the price of the glass. On the other hand, you could show him that this store prefers to sell glass as low as possible, and the purchaser is allowed to pay separately for each item.

"Such talk would appeal to him as reasonable and you impress him with the policy of the store. If a point is made clear, few people will remain obstinate. That is why I advise frankness in every instance."

"I guess you're right, Joe," agreed Burt. "I should have been more careful with the man."

"Yes, but there is a point in your favor, Burt. You showed the courage to refuse. I detest a clerk who will curry the favor of a customer at the expense of an employer. He is the chap who throws in a few extra nails, or sticks a brush in with a can of paint. He thinks it brings him more trade, but it is a fatal error. Such practice lowers the customer's opinion of the salesman; he loses confidence and in the future he will be skeptical of anything this clerk says.

"A firm stand for honesty with the boss as well as with the buyer is the only course to follow. For your record as a clerk must prove solid later when you become proprietor of your own store."

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"That's good advice, Joe," said Ed Miller, showing signs of contrition. "I'm quite sure I should have explained things to Mr. Tipton. I am going to ring him up and let him know why we had to charge more for the glass he bought."

"That's the idea, Ed. I'm glad you decided to do that; it will prove the best thing in the long run."

A few minutes later Ed returned smiling. "Say," he exclaimed, "it worked fine. Mr. Tipton was very reasonable. He told me he was glad to know the facts, and since we didn't have the smaller size he said everything would be all right."

"Fine! You see, Ed, I was sure he would appreciate frankness. And you have placed yourself in a better position in his eyes. Just as I said a while ago, customers always prefer frankness—it is the greatest builder of confidence."

ORIGIN OF "PENNY" AS APPLIED TO NAILS

The origin of the terms "six-penny," "ten-penny," etc., as applied to nails, though not commonly known, is involved in no mystery whatever.

Nails have been made a certain number of pounds to the thousand for many years and are still reckoned in that way in England, a ten-penny being a thousand nails to ten pounds; a six-penny one thousand nails to six pounds; a twenty-penny weighing twenty pounds to the thousand; and, in ordering, buyers call for the three-pound, six-pound, or ten-pound variety, etc., until by the Englishman's abbreviation of "pun" for "pound," the abbreviation has been made to stand for penny, instead of pound, as originally intended.

THE THREE SWEETEST WORDS

There are three words, the sweetest words,
In all of human speech—
More sweet than are all songs of birds
Or pages poets preach.
This life may be a vale of tears,
A sad and dreary thing—
Three words, and trouble disappears
And birds begin to sing.
Three words, and all the roses bloom,
The sun begins to shine.
Three words will dissipate the gloom
And water turn to wine.
Three words will cheer the saddest days—
"I love you?" Wrong, by heck!
It is another, sweeter phrase:
"Enclosed find check."

How about it? Without doubt you have a good aim in life, but do you pull the trigger, and keep on pulling it?

PROPER RECOGNITION LACKING

Not a single business man is represented in the Hall of Fame.

Why?

One hundred and thirty-six years ago Boswell asked Dr. Samuel Johnson "What is the reason we are angry at a trader's having opulence?" and the latter answered:

"Why, sir, the reason is (though I don't undertake to prove that there is a reason) we see no qualities in trade that should entitle a man to superiority. We are not angry at a soldier's getting riches because we see that he possesses qualities that we have got.

"If a man returned from battle having lost one hand and with the other full of gold, we feel that he deserved the gold; but we cannot think that a fellow sitting all day at his desk is entitled to get above us. A merchant may perhaps be a man of enlarged mind, but there is nothing in trade connected with an enlarged mind."

The same feeling still lurks in the popular mind today.

It's surprising how little regard the average man on the street has for the qualities which make for success in business.

A man like James J. Hill may build a railroad and open up thousands of miles of country; Cecil Rhodes may develop a continent; Marshall Field may create the greatest retail merchandising institution in the world; F. W. Woolworth may dot a thousand cities with his five-and-ten-cent stores; John D. Rockefeller may carry American oil to every part of the world—

But—

Their names do not live after them.

The impression persists that business is a dignified form of thievery. Profits are regarded as so much loot taken from the other fellow.

The daily newspapers as a rule and socialistic magazines and would-be high "intellectual" journals foster and encourage this idea.

Possibly at one time there was a reason for this attitude, but the ethics of trade are today as honorable as those of any other calling.

One cannot imagine modern business being conducted along the lines of the old-time horse trade, where it was a case of each party scheming to make the other fellow lose.

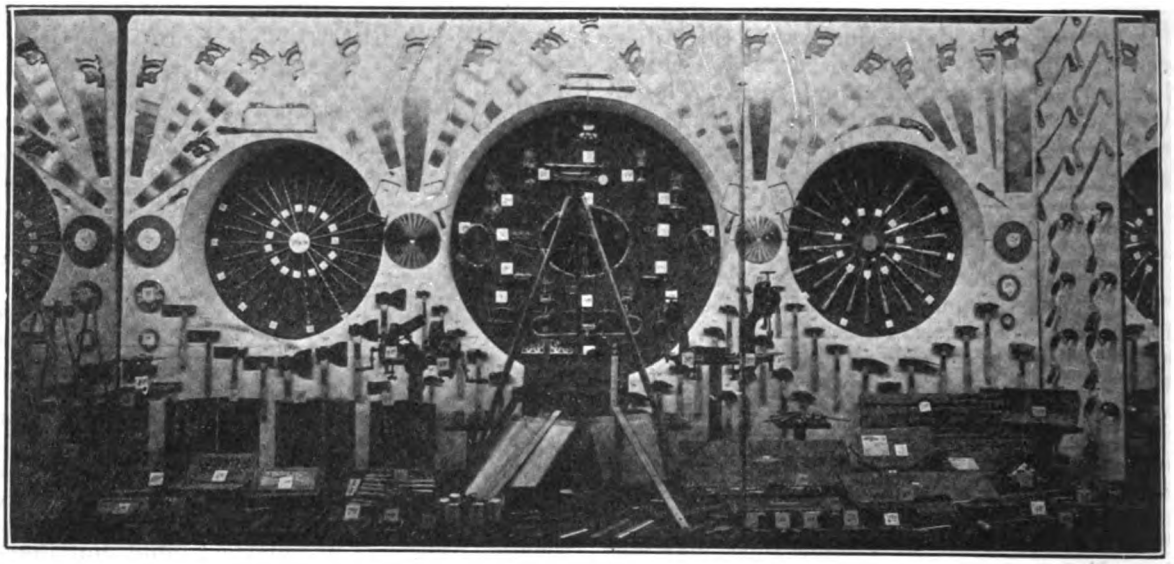
That the public is so lacking in appreciation of the service of business men is due to a failure to understand the principles of business.

We can look for a change when the practices of business become more standardized and when the schools and universities begin earnestly to train young men and women for business careers.

In the meantime, business men must go ahead, doing the jobs which should be done, and letting the credit or discredit fall where it will.

Cheerfulness aids work as well as digestion.

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Drawing the Farmer's Tool Trade

You Have Perhaps This Opportunity to Increase Your Sales

Hardware dealers consider tools as valuable leaders, and through systematic stock arrangements and attractive display awaken interest in high grade tools among their customers.

The up-to-date farmer is a good tool customer. He readily appreciates the advantage of owning a complete tool outfit, which permits him to mend breaks in implements and machines, sharpen disk plows and disk harrows and keep a keen edge on lister and plow shares. He also has need of effective fence building tools. It isn't difficult to convince a farmer that the possession of an assortment of tools will conserve his time and save money. It is is advisable to show farmers the advantages of fitting up repair shops on their farms; this plant assists in increasing the volume of sales.

The farmer doesn't require so complete an outfit as a blacksmith; but he can make good use of a forge, disk sharpener, drill, tire setter, a couple of vises of different sizes, a set of tools for raising and repairing pump cylinders and a set of screw plates. He also requires tongs, a carpenter's hammer, a blacksmith's hammer, wood chisel, cold chisel and numerous small tools. He has frequent use for a brace and set of bits, saws hammers, axes, and can use an assortment of bolts, washers and nuts to advantage.

Investigation of the matter shows that the uses for farm tool outfits are so numerous that interest is easily awakened in the minds of farmers.

Most of the tools mentioned in the assortment will pay for themselves in a short time by saving the expense of hiring repair work done. Pump repair tools, in particular, give efficient service. The average pump gets out of fix at the most inopportune time. A pebble in the valve, a broken pump rod, etc., are sufficient to put a pump out of commission. It isn't always easy to hire a man to come and fix the pump. The farmer who has his own tools soon remedies the trouble, and at the same time saves the expense of hiring a mechanic.

A set of pump tools permits a cylinder to be taken apart, rods spliced, etc.

Power Farming Increases Need of Many Kinds

Owing to the growing popularity of power farming equipment, and the increasing use of motor trucks, the demand for efficient tools is increasing. The monkey wrench met the needs of the farmer who used two or three walking implements, and considered himself blessed with good equipment.

The modern farmer requires a double end adjustable wrench, a complete socket wrench set, cap screw wrench and can make good use of a triple end socket wrench. He needs a tap and drill set for removing broken cylinder head bolts without removing cylinder head from motor. He needs an efficient valve grinding tool and carbon scrapers, as he is obliged to keep gas motors in good running order.

When a farmer isn't tearing down an old fence, he is planning to build a new one. Wire stretchers, pliers, post augers, post mauls, hatchets, etc., are tools which facilitate the work of building and repairing fences. Wire stretchers made for stretching woven wire fencing are valuable leaders, as the popularity of woven

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wire fencing has created a strong demand for efficient stretchers.

Tools are well adapted for window display. The trade of mechanics, farmers and customers who need tools for odd jobs is secured through attractive window display. The main essential is to let prospective customers see that you carry a complete assortment of up-to-date tools. It is a decided advantage to advertise your store as headquarters for all kinds of tools.

"Smooth" selling talk won't convince the experienced farmer or mechanic. The best way to sell tools is to take one article at a time and accurately describe it in as few words as possible, placing stress upon its practical nature. Quality and design are more important than price in the minds of farmers and mechanics.

It pays to specialize on the sale of quality tools—which carry a guarantee, and can be depended upon to give efficient service under adverse conditions. Farmers require the best grade tools procurable. Most farmers need additional tools to make their outfits complete. The tool trade is worthy of close attention, and is considered a profitable issue by many dealers.

Neat folders illustrating the tools especially adapted to the farmer's use would help to bring this increased business to you.

JOT IT DOWN

If you're going to meet a man,
Jot it down.
If you've got a little plan,
Jot it down.
If you never can remember
Your requirements for September,
Till October or November,
Jot 'em down.
If you've got a note to pay,
Jot it down.
If it's due the first of May,
Jot it down.
If collections are slow
That to meet the note you know
You must dun Old Richard Roe,
Jot it down.
If you have a happy thought,
Jot it down.
If there's something to be bought,
Jot it down.
Whether duty calls or pleasure,
If you're busy or at leisure,
It will help you beyond measure;
Jot it down.
If there are facts that you'd retain,
Jot 'em down.
If you've got to meet a train,
Jot it down.
If at work or only play,
If at home or far away,
In the night or in the day—
Jot it down.

THE WELDING OF ALUMINUM

Provided it is all done in the thousandth part of a second, exactly as if by lightning, aluminum can be welded perfectly. This late discovery of an American research laboratory has a wide practical value, most of all in the electrical industry, where aluminum is adopted as a substitute for copper, and has manufacturing possibilities ranging from jewelry to cutlery, because the idea applies to the welding of almost any kind of metal.

Aluminum welds are an old story, scores being announced every year, but the experts have not conceded complete success to any of them. Usually these welds have seemed fine at first, but have displayed weakness after a few months. Aluminum in air forms almost instantly a thin coat of what may be called rust, and the presence of this rust surface blocks the complete welding of two pieces of the metal. The new welding idea is to have the operation all over before the air can get in and do the damage.

Under this new system the two aluminum pieces—wire, for instance—are placed in a drop hammer. One wire end is held stationary at the base of the hammer and the other wire is attached to the drop, so that when the hammer drops the two ends will jam together.

An electrical apparatus is attached which will send through the wires a very heavy charge of electricity exactly at the instant they touch, but which will not last much more than one ten-thousandth part of a second. This is a close imitation of ordinary lightning.

Thus when the hammer drops the wires come together with a bang, the electricity shoots through, and the ends of the two wires are melted instantly into a vapor. The melting, however applies only to the very ends of the wires, and as the current does not continue the melting stops in a fraction of a second.

AFRICAN HARDWARE MARKETS

South Africa ordinarily imports about $12,000,000 worth of hardware per year, according to a report on the subject prepared by American Trade Commissioners Lundquist and Williams, and published by the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

More than $2,000,000 worth of this business now comes to the United States. The territory involved includes British South Africa and the neighboring colony of Portugese East Africa.

Since 1914 the United States has made substantial progress in supplying hardware to this territory, and the bureau's investigators are of the opinion that, with proper care and attention to special requirements, much of the present trade can be retained, and new and profitable lines developed.

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THE HUGE WASTE IN TAX-GATHERING

The statement has been made that for every dollar that reaches the United States Treasury now in the way of excess profits taxes, four or five dollars are collected from "you and me and the man in the street." That is, the American people as a whole, rich and poor alike, are paying a bulk sum of four or five times as large as the government is receiving for the purpose of meeting our public obligations.

The collection of income and excess profits taxes is an enormously costly thing. The machinery is vast and cumbersome that the government uses to determine and collect these taxes. Thousands of men and women are taken from productive employment to man this machinery.

But this is only a part of the waste. There must be added the time and expense of the taxpayers in making out reports, reports so detailed, intricate and manifold that they call throughout the nation for the services of many thousands of clerks, accountants and lawyers and for many hours of the time and thought of business men.

All these things mean increased prices to the community in many ways. First: The actual cost of clerk hire, accountants, lawyers, etc., is added to the cost of the product. Second: National production is diminished. To quote a nationally recoguized authority on this subject: "If to the actual cost, direct and indirect, incurred by the government in the collection of the income and excess profits taxes there were added the incidental expense to individuals, firms and corporations, the aggregate would be nothing less than staggering in its magnitude."

The thing to be borne in mind is that the ultimate consumer pays practically all of the taxes imposed in any way that affects the cost of production. We may cry "tax the rich" as loudly and insistently as we please, but when we tax the rich unjustly or out of proportion to the public charge they should be called upon to bear, we tax the poor also, in the way of added cost for the necessaries of living.

But when we contemplate a system of taxation that aims to raise a billion dollars for government use, and which costs the people of this country five billions of dollars before the government uses it, it is time that we were raising an insistent and unanimous cry for something in the way of taxation more in keeping with reasonableness, fairness and justice.

A turnover tax, or tax on sales, offers a way out. The cost of collection would be comparatively small. The tax itself would be comparatively insignificant. The aggregate collected would be ample. The quickest and surest way to reduce the cost of living is to adopt better methods of taxation, cut out the tremendous waste and inequality of the present system, pay our taxes as we transact our daily business, and free thousands of at present non-productive workers for our urgently needed increase in production.

"PAY YOUR BILLS" DRIVE SUGGESTED

Editor HARDWARE WORLD:

We believe merchants as well as manufacturers will have to pursue a conservative policy based on their own financial condition. We feel that it will not be long before there will be a shortage in a great many lines. The question of how soon we get back to such a condition of prosperity will depend upon how soon our government adopts a policy of reducing government expenditures to the last limit.

It can also be hastened by a more intensive drive on everybody paying their bills. A nation wide campaign of "Pay Your Bills," if it is only a small payment on a bill if, carried on throughout the country would start the money in the country moving at a faster rate and would tend to have the effect of developing confidence, which is necessary for a revival of business.

Yours truly,
HARVEY SPRING & FORGING CO.
E. J. Harvey, President.

"THE RECIPE"

(By Berton Braley)

It's doing your job the best you can
And being just to your fellow-man;
It's making money—but holding friends,
And striving true to your aims and ends;
It's figuring how and learning why,
And looking forward and thinking high,
And dreaming a little and doing much;
It's keeping always in closest touch
With what is finest in word and deed;
It's being thorough, yet making speed;
It's daring blithely the field of chance
While making labor a brave romance;
It's going onward despite defeat,
And fighting staunchly whate'er you meet;
It's being clean and playing fair;
It's laughing lightly at Dame Despair;
It's looking up at the stars above,
And drinking deeply of life and love;
It's struggling on with the will to win,
But taking loss with a cheerful grin;
It's sharing sorrow and work and mirth,
And making better this good old earth;
It's serving, striving through strain and stress;
It's doing your Noblest—that's Success.

The man who always retains his head can usually retain a goodly share of other things.

Happy are those who knowing they are subject to uncertain changes, are prepared and armed for either fortune; a rare principle, and with much labor learned in wisdom's school.

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THE HAMP WILLIAMS SPIRIT

Editor HARDWARE WORLD:

I have attended several retail hardware conventions. The present, past and future was discussed at length by some very able speakers, and they discussed freely the future outlook for better business and lower prices, and they all come out at the same hole they started in at.

What's the Use to Wait?

We all believe prices on hardware and implements are coming down. Some have declined already, but just how much the decline will be and when it will come, nobody knows, but what's the use to wait? We will starve to death while waiting.

My firm is not going to wait. We are keeping up our stock assortment, but down on volume. We are buying from our local jobbers more than ever. We always buy from them. They are mighty good fellows to fall back on when you need a small assortment right quick, and especially right now when we are expecting a decline.

Somebody asked us when we thought trade would begin to pick up. Here is our answer: When the farmers are through planting their crops and the corn, cotton and other farm products begin to come up; when the hens begin to lay and the birds begin to sing, and the young calves begin to scamper over the grass meadows and fruit trees begin to bloom and garden sass is on the table. We will all begin to look to the future and as far as possible forget the past. Trade will then begin to pick up, and confidence once more will be partially restored and we will all join hands for another promenade.

What You Now Have Counts

Suppose you lost last year. What did you do with the profits made the year before? It isn't what you lost; it is what you make and save that counts. It isn't what you want that does you good. It is what you have. We burned out twice, each time we started back into business with what we had and not with what we lost. We hear men lamenting their awful condition every day who have a thousand times as much as they had when they came into the world.

If you are in debt and can't pay, pass it on. Just be honest and do you best and stop "belly-aching." and everybody will come out alright. If you are broke, you know it. Confess it and start all over again. If you haven't any comeback take the shortest route out of it and don't hang around bothering everybody that's trying to do something.

Baby Crop Never Fails

All we need is a poor memory of the past and another good crop of babies to make us happy. Money and cotton will be plentiful in this old world after we are laid beneath the sod. Forget everything but wife and babies and dig. Then this country, the greatest on earth, will prosper and grow and grow as never before.

Forget the past and use the present to prepare for the future, and hurry along, as time will not wait. 1921 is here and one sixth is gone. Have we done anything worth while already this year? Not many of us. Let's go.

Yours truly,

Hot Springs. HAMP WILLIAMS.

ARMS DEMAND CONSTANT—PRICE STEADY

Editor HARDWARE WORLD:

According to a story appearing in the press recently, there are at the present time in the neighborhood of 7,000,000 shooters in the United States. These men buy annually loaded shells and metallic cartridges in varying quantities for their regular hunting trips, as well as for general use, throughout the year. We believe that these men will continue to hunt as heretofore and that the consumption of loaded shells and metallics will be normal.

We suggest, therefore, that orders be placed ahead of requirements so that manufacturers may have some knowledge as to what the demand will be and can prepare in advance for taking care of the requirements of the trade. If orders are not placed ahead of requirements there is a likelihood that those who wait until late in the year will experience the same difficulty in securing these goods as in years past.

As to prices, we wish to state that our prices on loaded shells and metallic cartridges have been announced for 1921 and that they are guaranteed against decline throughout the year. For more than three years past we have not followed the example of manufacturers in general in advancing prices. Our prices on shotshells and metallic cartridges have not advanced since early December, 1917, more than three years ago, through which period manufacturing costs continued to increase month by month, thus making the business, from the manufacturing point of view, less profitable than ever before.

If orders are placed ahead of requirements, as outlined above, we will be in a position to satisfy all of the demands of the trade for 1921.

Very truly yours,

REMINGTON ARMS CO., INC.,

New York. John S. Barlow.

Timidity and fear come from a lack of knowledge. A lack of knowledge makes for waste efficiency and loss of opportunity. Thrift and intelligence go hand in hand.

Any person who permits himself to make another uncomfortable by assuming a superior manner is a poor salesman, whether that person is a society dame seeking to convince of her position and charm, or a salesman of goods or service.

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The New Salesmanship

Vital Factor of Retail Success Will Be Sales Ability and Sales Punch

(By Harry Newman Tolles)

WE have just emerged from the greatest order-taking era the world has ever seen. The new era of salesmanship is here. Salesmanship begins where order-taking stops.

A lady goes to your store to purchase half a dozen articles. If that lady's mind was made up to purchase before she arrived, you have not sold her anything; but if you have called her attention to something she did not expect to buy or thought she would defer buying, you have then, and only then, made a sale.

Real salesmanship will now have its inning. There will be one grand scramble for business.

Let us consider salesmanship's place in commercial activities. It is illustrated by three circles, the outer one of which represents business building, which is defined as the power to make permanent and profitable patrons. The obvious objective in every business—permanent patrons and each patron profitable.

Permanency of patronage in some lines, due to the nature of the article can only be secured by making each patron the first link in an endless chain to bring others. In any business the best place to paint an advertisement is on the wagging tongue of a satisfied patron.

There are certain lines of business where, when you make a sale once to a certain patron, you have little chance of selling the same kind of article to that person again, then you must make that patron the first link in an endless chain to bring more patrons to the institution.

Definitions of Up-to-Date Salesmanship

The second circle represents salesmanship. Here is a definition of salesmanship, of which I am quite fond. It has its limitations, but in this case it will serve the purpose:

"Salesmanship is the power to persuade people to purchase at a profit that which is for sale." It is the power to make the other fellow think in the way you want him to think of your proposition.

I had a class of insurance men in Philadelphia a number of years ago and I told them they could add a couple of more Ps to this pod, by saying that salesmanship is the power to persuade plenty of people to pleasurably purchase your products at a profit. One of the insurance men said: "In the insurance business, salesmanship is the power to persuade plenty of people to pleasurably purchase policies at a profit."

In Joplin, Missouri, when talking to a crowd of dynamite salesmen, I told them of this experience and they applied it this way: "Salesmanship is the power to persuade plenty of people to pleasurably purchase powder at a profit."

The California Fruit Canners' Association, in San Francisco, evolved the longest definition, made up of a pod of Ps, that I have yet found when they said: "In the canning business, salesmanship is the power to persuade plenty of people to persistently and pleasurably purchase preserved peaches, pears, plums, prunes, pineapples and peanuts at a profit."

All Progress Is by Salesmanship

Salesmanship is a universal principle. We do not have to argue that point any more; we generally recognize it. Take salesmanship from the practice of law and you have a defeated attorney every time; take salesmanship from the preaching of the gospel and you have empty pews.

If you want my opinion as to why there are so many empty pews in our churches today, I would answer by saying, because there is not enough salesmanship in the pulpit. Take salesmanship from the practice of medicine and you have a physician without patients.

Why, matrimony itself is a sales game. I know, because I have tried it. I am like the fellow that said about honesty: "Honesty is the best policy. I know, because I have tried both ways." I often say that if I had known one-half as much about salesmanship during my courting days as I know now, I could have landed my prospect in half the time. It took me ten years to consummate that transaction.

The Central Circle: Service and Satisfaction

The body of your business (the outer circle) is business building; the life blood (the second circle) is salesmanship, but the heart that pumps the blood of salesmanship into the body of business building is "service"; the central circle represents service.

No man has a right to offer for sale an article unless he knows that the transaction is going to be profitable to the other fellow.

Therefore, our definition of salesmanship is not entirely sound unless we keep in mind the thought of mutuality.

Mr. Wanamaker used to speak a great deal about mutuality; that no transaction is a good transaction unless it is mutually advantageous to all parties concerned in the transaction.

I maintain if you have something to sell to me on which you can make a dollar profit and I can make a ten dollar profit, that you have every legitimate right under heaven to use all the power the Lord Almighty endowed you with

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to get me to buy. Why? Because it is going to be more profitable to me than it is to you.

I believe that there is the crux of the trouble that has brought many phases of salesmanship and many salesmen into disrepute—they have had the thought that salesmanship means slipping it over the other fellow.

Three Elements in Every Sale

There are three elements in every sales transaction. First, there is the salesman, the party of the first part, the party that negotiates the transaction. Second, there is the customer, or the prospect, the party with whom you negotiate the transaction. Third, there is the article, the goods, or the idea that you want to get the customer to accept.

Now if there is anything doing it is when the salesman's mind meets the customer's mind over the proposition. There the sale is made (the speaker represented the three factors by three parallel lines, the center one being the goods).

Parallel lines will never meet. You may have the best salesman in the world, you may have the best article, you may have the best of a prospect, but unless there is a bending, a meeting of the minds, there never can be a sale. So salesmanship is really the meeting of minds.

First, Sell Yourself

The first party to whom a man must sell his proposition is himself. As Elbert Hubbard used to say, "Do you believe in the goods you are handing out?" That is the first test. The second is, you must sell yourself to the prospective purchaser. Now don't you see when the salesman believes in his proposition and the customer believes in the salesman, how easy it is to get the customer to believe what the salesman believes?

Just keep this classification in mind, and we will center our thoughts upon the sale itself, the stages through which the mind passes when a decision is reached. I shall only hit the high spots of the sale in the steps.

There are four distinct steps. In order to get at this, think of something that you have purchased, some article which was really sold to you. You did not "purchase" the article before you "desired" it; you did not desire it until you were interested in it, and you were not interested in it until your attention was called to it. Reverse that and you have an absolute law of sale. I care not whether you are selling ribbons or railroads, hardware, automobiles or flying machines, the mind—not sometimes but always—passes through those four distinct stages.

First Step in Making a Sale

The first is "favorable attention." If a glass is full of water you cannot get any more water in the glass until the water is spilled; and if that prospect's mind is full of other things you can't get your ideas into his mind until his mind is spilled. Therefore, the successful salesman is the one who knows how to spill tactfully the mind of the other fellow.

The next thing is to get his "interest"; and that is nothing more than favorable attention plus. His mind is spilled; he is mentally leaning forward. He is ready to listen to what you have to say. Then you must get him to "desire," and that is favorable attention and interest plus.

Two Wrong Ways to Close a Sale

There are two evils in closing business, or getting "action." One is that you talk the fellow up, up and get him almost to the last step and then his mind falls back into the abyss of indifference.

The other one is that you talk him up, up and then you turn right around and talk him out again. There are more sales lost through overtalking than undertalking, a great many times over. I am more and more impressed as I study the subject that salesmanship is more of deeds and less of words.

The day of the verbal cyclone, the human wind-mill and the veritable talking machine in salesmanship is over. This is a "know why" age. The prospect wants to know why he should purchase, and it is points that he wants rather than words.

You will remember the three factors of the sale, the salesman, the goods and the customer. Next to the quality of the goods, the subject that helps us most is commercial logic in its two branches, analysis and synthesis. First, analyze your proposition into its selling points, and then construct a logical presentation. When you analyze your proposition you will find there are points that are suited for favorable attention, there are points that arouse interest, there are points that create desire and still others that impel action.

The Basic Cement of Confidence

In order to make the steps of the sale stand up you must cement them together with the cement of "confidence."

You will remember that I said the salesman must believe in his proposition. That is confidence.

He must get the customer to believe in him. That is confidence.

Confidence permeates every step of the transaction.

You have never bought anything in your life unless you had confidence in the salesman or in the reputation of the house, or in the goods.

But confidence only gets business. It doesn't keep it.

Therefore we must build the pillars of support, and those pillars are "satisfaction." Confidence gets business and satisfaction keeps it. Now in order to make this sale stand up real well we need a foundation, and that foundation

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is the heart of the institution about which we were speaking a few moments ago.

Clinching the Sale

The foundation of the sale is the service that is rendered in quality, plus quantity, plus mode of conduct. The sub-foundation is the total of all the individuals in the institution. Show me that institution where everyone from porter to president is rendering service, doing his full share in serving the public, and I will show you where your sales stand up and where satisfaction must be the result. It can be no other. Then when satisfaction is rendered, confidence is maintained, and that fellow's mind is on the purchase point of your proposition at all times.

Coming back to the glass of water, illustrating the customer's mind. If you want to fix that customer's mind so your competitor cannot get his favorable attention on his proposition, competitive to yours, then fill his mind full of an appreciation of your services, and seal it tight with satisfaction. Satisfaction is the seal that keeps the customer's mind closed against the competitive proposition.

Consciously or unconsciously this law of sale operates in every successful transaction.

Advertising

Advertising is salesmanship by the printed route.

The bold face and the illustrations or pictures are calculated to get the attention of the reader; the secondary captions or large print arouse interest by telling a little more of the story.

There is a difference between the spoken and printed salesmanship in that in most instances, all that the advertisements can do is to get attention, interest and create a certain amount of desire—sometimes more, sometimes less. It prepares the way and makes it easier for your salesman or your jobber's salesman to get the order. But the action part has to wait until the prospect is in the presence of the merchandise, or until he has a contract in hand when the real decision and action take place.

So there are only three things a man needs to know and one thing to do in order to be successful in selling.

First, he must know himself, and develop those qualities and capacities which give him the power to persuade.

Second, he must know his business from the raw material to the finished product. He must be able to discern what are those salient selling features, "points," if you please, which are best suited to create the four mental steps which the mind must go through.

Third, he must know human nature. In personal salesmanship he must size up his prospect individually, being able to determine instantly what are the avenues of least resistance in getting his ideas across.

But a man may know himself, know the other fellow and still fail unless he applies this knowledge. It is applied knowledge that is power.

A Philadelphia Quaker said to his son:

"Nathan, it is not what thee eats that makes thee fat, but that which thee digests; it is not what thee reads that makes thee wise, but what thee remembers."

We can extend this by saying it is not what you know but what you do with what you know that really makes for success in business.

I believe that the biggest job that you and I have is to promote understandings. My problem is to understand you and get you to understand me. As soon as misunderstanding comes between the man and his wife the divorce court starts its work. As soon as misunderstandings come between the employer and the employe the employe is on a toboggan and that toboggan is greased. As soon as misunderstandings come between the house and the customer, the customer hunts for another house.

CUTLERY IN THE PHILIPPINES

According to Bureau of Foreign and Domestic Commerce information, Japanese competition is expected to increase in Asia in the near future. For several years Japanese cutlery makers have made great efforts to get a footing in the Asiatic East and other markets, including the United States and the American possessions in Asia. American-made cutlery, however, has found more appreciation in the Philippine market and the Japanese imports have decreased to 23,000 dozen costing $29,000 during the past year.

American cutlery is well received by the Filipinos and during the year 1919 American cutlery exports to the Philippines amounted to $181,000 in value, $46,000 of which was the value of the table cutlery, while $14,000 were spent by the Filipinos for American razors. The bulk of the shipments valued at $120,000 consisted of American pocket knives, tool cutlery and others. For a while Japanese competition was also felt in the Hawaiian Islands, but the market is now supplied practically entirely by American cutlery of which $74,000 were imported into Hawaii during the last year.

No one can keep you down but yourself. Obstacles and difficulties actually are boosts to an individual of the right kind of spirit. The other kind are of the fraid-cat and cry-baby variety, always ready with excuses, explanations and laments. Don't tolerate self-pity. It is desperately weakening.

It is astonishing to see how much some people will spend on foolish show without realizing that the mind needs vastly more than the body.

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Practical Points for Progressive Proprietors

A. C. Moline, the writer of this article, has had unusual opportunities to study retail hardware merchandising. At present he is manager for the Lowell-Meservey Co., at Colorado Springs, and is a close student of hardware conditions.

THE hardware merchant has just closed his books on the most successful year in the history of the country, owing to increased market conditions and scarcity of merchandise brought about by the war, which made it possible for the merchant to enjoy a profit never before known to him. The old saying says that almost anyone can make money on the increasing market; but it is certainly a different story on the declining market.

There is one thing certain: The merchant who wants to show an increase from now on must employ all together different methods of merchandising in his place of business.

Conditions are continually changing and more modern methods are being used to merchandise in all other lines, and it stands to reason that it applies to the hardware store as well. The buying public is being educated day by day in these modern methods.

Samples and Description Displayed

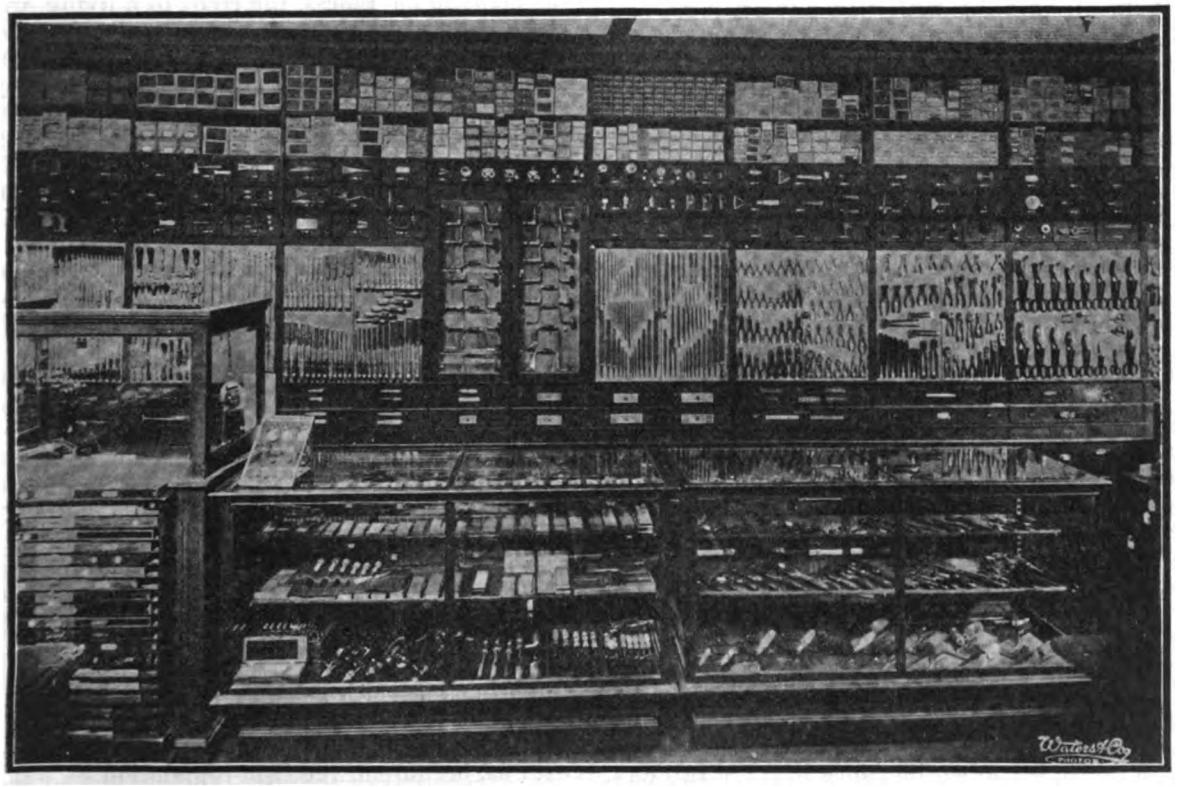
The old method of having merchandise in the original boxes in shelves is a thing of the past. The buying public wants the merchandise out where it is easily seen. The most practical way is to have the many small items sampled on panel doors with price tags, giving all information regarding the article plainly marked so that the customer can practically wait on himself. Also to have the merchandise located as near as possible to where the samples are, thereby producing the article in a short time, which adds to the service.

The small articles in the household lines should be carried on pyramid tables, plainly marked, where the customer can walk around and make his or her selections. In other words, this might almost be termed a cafeteria hardware store.

If you will go to some of the large department stores in the big cities you will readily notice how they apply these methods. You will find the same method applied in every department. If they use it successfully, why cannot the hardware merchant?

Profit on Turnover, Not Volume

The profits at the end of the year are derived, not from the volume of business done, but



If more merchants realized the value of suggestio n in making sales and displaying their goods in a neat and attractive manner undoubtedly sales would increase. The dry goods stores and druggists apparently understand this principle of human nature to a far greater extent than do hardware merchants.

"Out of sight, out of mind," applies equally to merchandising in every line.

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from the turnovers of stock. Therefore, it is necessary to carry stock records, showing just what merchandise is moving and enabling a merchant to discontinue the slow moving lines. Every merchant is in business to make money, and it is absolutely impossible to carry everything that belongs to the hardware store. With stock records you eliminate buying goods by guesswork, because your record shows just what lines are moving. When a salesman calls, you do not guess but you actually have the facts and figures to show what you want, as figures do not lie.

Another very important thing that stock records show is that it is foolish to carry lines which are practically duplicates. Standardize your lines and carry just one line of a certain kind of merchandise. This allows a merchant to reduce his inventory almost 25 per cent. Now certainly is the time to start standardizing. Therefore you can very easily see by having records that show facts, it is only a short time before you are reducing your stock and carrying only fast selling lines and discontinuing the dead stock which fills so many stores.

Capitalize Your Service

It must also be remembered that service plays a very important part in your business and can be based as a valuable asset. Make your windows attractive, changing them weekly and tie them up with your advertising.

By applying these simple methods in the store and a record to show you facts regarding the merchandise, you will be greatly surprised at the end of the year, when you look over your profits. Just try them.

SMILES

Years ago, I remember being caught by the old riddle in connection with this word.

Why is smiles the longest word in the English language?

Because, there is a "mile" between the first and last letter.

The further I go in business, the more I like to think about the mile of goodness in the word smiles. It means so much. How much further a man can travel in a day with a smile, than he can with a grouch. How much further a man can see along the road of opportunity with a smile, than he can with a grouch. Start up that mountain of business success, that mountain of good deeds, that mountain of accomplishments or that mountain of hopes for the future. Notice those who have the smiles and see how many miles they are in advance of those with the grouch.

With the man who smiles, darkness creeps into dawn, the dawn blossoms into the full day, and the full day fades into a glorious starlit night. There seems to be no more darkness, anywhere, once the smile is real. And so, time floats by, mile after mile of it, in happy content with the man who can smile honestly. Meanwhile the man with the grouch is groping hopelessly in the dark.

If I were asked what should be the sixth sense, and most valuable of all to the general welfare of mankind, I believe I would answer—smiling.

DUTY, RIGHT AND PRIVILEGE

There has been, is, and still will be, much talk about "rights" and "privileges," but not so much talk about "duties" and "obligations." Some of this talk has been reasonable and wise, but by far the great bulk of it has been loose, irrational and most distinctly unwise, says the Valve World.

In determining what are our rights and privileges and duties and obligations as citizens of this republic, most of us go at the matter from the wrong end of the line. We first try to find out what are our rights and privileges, leaving till some future day the consideration of our duties and obligations.

The immigrant who lands on our shores is not here many hours until someone—and usually one of his own tongue—has informed him in glowing terms that he is now the direct and immediate heir to certain "natural and inalienable" rights. Among them may be mentioned the right to happiness, the right to a living, the right to his full share of the "good things of life," the right to organize so that he may get a job, and the right to strike on that job for any reason or for no reason at all.

Later, perhaps, after he has been here long enough to secure the right to vote, he may hear a few vague remarks about the duties and obligations which are supposed to go before his rights and privileges, but often by that time he has come to feel himself so strongly entrenched in his rights and privileges that he does not deem it essential to pay any attention to his duties and obligations.

Our methods of teaching citizenship to the alien have been, and still are in large part, on the cart-before-the-horse order. Whether or not we have "natural" rights and privileges, there can be no question that we do have natural and fundamental duties and obligations, and any methods of teaching citizenship that does not first of all make these clear and insist upon their observance, preaches rights and privileges on a very shaky and unsubstantial foundation, or on no foundation at all.

Let us be concerned about our duties and obligations as citizens and about discharging them faithfully, and our rights and privileges will come to us automatically and will abide with us, because of the firm foundation we have builded for them.

Ability, stability, reliability are a combination that will open most doors.

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Nail Bin Barometer for Paint Sales

Western Firm's Paint Department Grew Through Sale of Nails

WHAT a heading for an article on how to sell paint! Sounds like, "Why Does a Hen Cross a Road?" But there's method in the madness, for a live hardware department in a Portland, Oregon, retail store, makes the splendid paint turnover of twelve times a year, by merely keeping a close watch on the nail bins.

Raleigh Coffey, general manager, reasons this way: "This customer is buying nails. Why? To fasten boards or other wooden surfaces. What will he need to complete the job? Paint —of course!" It's really a simple matter, after all.

Six years ago the management of this progressive store,which today employs 150 people, and closed the books for 1920 with a total of $1,500,000 cash sales on its books, had no idea in the world of ever engaging in the retail merchandising business. The present proprietors were engaged in the second hand machinery business. A chance buy of salvage from a fire-damaged ship resulted in their renting a salesroom and putting a man in charge, to remain in their employ as long as the stuff lasted out. The evolution of this salvage sale to the present great retail store is a story in itself. Suffice it to say that people began calling for things that were not included in the damaged stock. So the stock was filled in according to demand.

The question, "What do people ask for?" might be answered by these progressive merchants' stock. The large store covers over half a block of ground floor space, in addition to basement, stockroom, offices and warehouse space, is stocked only with merchandise that people have asked for—things that were added gradually to the little damaged salvage goods—until the present state of business development has been reached.

During the first few years that they began including paints in their hardware department, the turnover was about four times a year. The management thought it not so bad. However, when young Raleigh Coffey was installed as chief of the hardware department, his first conclusion was that "paints are not moving fast enough." His first move was to make a thorough study and complete investigation of the first essential of success in any line—right buying.

Special discounts were being obtained by placing large orders for paints with eastern manufacturers. Going through the shelves he found that there was shortage of some colors, and overstock of others. The aging stock was eating away the profits of discounts, etc. A new policy was instituted whereby all paints were purchased from local manufacturers, not only saving transportation charges, but also eliminating the necessity of laying in heavy stocks. Paints began moving a little faster.

Right Buying and Right Selling

After right buying comes right selling, and here is where young Coffey put in some real business licks. It is a custom of the store to hold departmental get-together meetings once a week, where the welfare of the business is discussed, and kinks, if any exist, are ironed out. Coffey began to talk paints at these weekly meetings. Trade journals and all literature



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that accompanies mixed paints was handed about for reading and discussion. The fundamentals of mixing and applying paints were talked about, until there is not a man in the hardware department who does not know as much as the expert paint salesman.

"Goods must move, but stocks must not dwindle," is a rule that Raleigh Coffey enforces. "Sell paints but never run out of colors. Check and recheck, and keep your stock complete at all times."

He Who Builds Must Paint

But what has all this got to do with the nail bins? Young Coffey explains:

"We do not wait for a paint customer to come and ask for paint," he tells us. "We watch our nail bins." A customer for nails is almost a sure prospect for builders' hardware and paint, and when a man buys nails, we talk these two things to him. By getting acquainted with him and explaining the quality of our merchandise we find that sooner or later an average of 20 per cent of these prospects develop into paint customers.

The salesman opens up sample cans of paint to demonstrate their quality and makes every possible test. He tells what color and grade of paint to use for the particular job in question and how to use it. He explains that ready mixed paints are ground by scientific machinery and thus far superior to the old hand mixed lead and oil. Each paint salesman has his personal business card and in closing a sale he tells the customer to phone him upon any question of doubt and his prompt and personal attention shall be given.

Salesmen Study Paint Lines

Nearly every paint salesman came into the store with no knowledge whatever of this line. It is requested of them to read and memorize all pamphlets with reference to various lines of paints, as well as the various trade journals.

Ninety per cent of the hardware stores do not have even one clerk who really understands the paint business. Nine cases out of ten they shove a can of paint at the customer with the glib formula, "This is Blank's paint, and the best paint made," which mean's little or nothing to the customer.

Satisfied Customer Above All

To make satisfied customers, each salesman must know thoroughly each line he handles. If the average hardware salesman would give to paints the study and attention that he gives to sporting goods, he would find the sales much larger and more profitable than by concentrating on sporting goods alone. The paint line is very interesting, once you know it, and is deserving of as much study as such items as fishing rods and fly bait.

A short time ago a man came into the store just "to look around." One of the paint men started a friendly conversation with him. Before he left the store he had purchased over $50 worth of paints. Upon his return to his home, 100 miles out of the city, the house received mail orders from seven of his neighbors, the smallest order for $20 worth of paint. This man came from a town of about 10,000 population. There are three hardware stores in that town, all handling paint. If they had been on the job they certainly would have received the paint business from this group of citizens.

So harken to your nail bins, and "Mind the Paint" sales!

GETTING VALUABLE FREE ADVERTISING

You believe in advertising.

Every day of your life you are selling advertised goods.

But are you using the mothers and children of your neighborhood as you ought to? Are you making them work for you?

You couldn't afford to hire them all?

You don't have to.

It isn't the people you hire that work for you; it's the people you don't hire.

That little girl who came in for ten cents' worth of carpet tacks yesterday—she's working for you, but she's not being paid for it. She doesn't even know she's working for you, but she is.

She went straight home to her mother and told her all about you and your store. She told how polite you were and what nice things you have in your store.

Perhaps you thought she was only thinking of tacks and that she didn't see anything else.

And then that mother who comes into your store to buy a go-cart—she can be made to work for you with greater results than you could possibly trace.

First of all, one sale makes another, as you know. And the woman who buys her baby a go-cart at your store will buy her kitchen supplies there, too, and her paints, electric goods, garden implements, galvanized and granite ware, even her toys and furniture if you have them. One sale creates another. It's an endless chain.

Knowing all this to be true, you will be interested in the great number of customers for nationally advertised goods, even though in many cases the initial profit is small.

A HAPPY THOUGHT

There is nothing in life but the joy of the minute.
There is nothing in love that we do not put in it.
There is nothing can happen unless we begin it.
There is nothing worth winning but what we can win it.

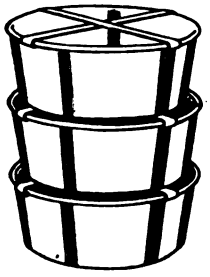
What if it isn't your task—if it needs to be done, do it!

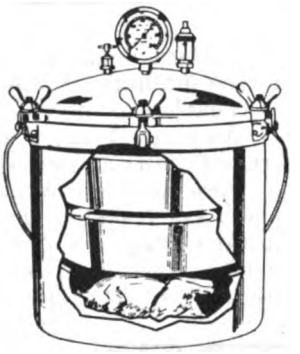
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Steam Pressure Cookery

Facts Every Merchant and Salesman Should Know

(By W. H. Kestin, Sales Manager, Northwestern Steel and Iron Works, Eau Claire, Wis.)





THE domestic kitchen has gone to school to the factory and cooking with steam is becoming a general practice in many households. Tough meat may no longer increase the fuel bill in cooking, tax the patience of father in carving or the teeth of the family in eating. Dinner of meat, vegetables and dessert may be placed in a steam pressure cooker at 11:30 a. m. and appear on the dining table thoroughly cooked, nutritious and tasty at 12 o'clock sharp. This justifies the use of the phrase, "An entire meal prepared in 30 minutes."

How Does It Happen?

The explanation is simple enough, because the cooking is done in a steam tight vessel. Whenever steam is not allowed to escape as it forms, it creates pressure and this pressure raises the temperature. This means that food can be made much hotter in a steam pressure cooker than in an ordinary kettle with a loose fitting lid. There is no burning nor scorching of the food. When the temperature rises the time required for cooking is shortened. For example, dry beans which require nearly three hours of boiling in an ordinary pot may be thoroughly cooked in 40 minutes in a steam pressure cooker.

This means not only a great saving of fuel, but a wonderful saving of time as well, since it is not necessary to "watch the pot," and no stirring or replenishing of liquid is necessary as with long cooking in an open kettle. The heat necessary to make steam for cooking is obtained by placing the cooker over a gas, kerosene or electric burner or on a wood or coal range.

Steam pressure for cooking food was first used by the fish packers about 30 years ago. Later it was adopted by the meat packers for putting up various by-products in their establishments and by commercial fruit and vegetable packers.

In 1907 small steam pressure retorts made of steel began to be sold to farmers and orchardists for home canning and from this small beginning has developed the home usage of steam pressure cookery. A few years ago when aluminum first made its appearance for common dishware, the manufacturers of domestic canning machinery saw their opportunity to place on the market a convenient, light-weight and steam tight kettle, which when adequately protected from explosion or accidents would be available for use in every home. This in short is a brief history of the development of the steam pressure cooker.

The manufacturers maintain that it has a mission to every home where well cooked vegetables and tender meats are desired. Certain it is that tough meats are unknown in the households where steam pressure cookery is used.

So popular has this method of cookery become that it is included in the regular domestic science course at Columbia University, New York City, and in all the domestic science departments or our state universities throughout the country. The popular women's magazines have also taken it up because of its daily availability and because as it was expressed by one of the readers, "The poorer we are, the more we need it." There is little doubt that it will rival in demand other well known household utilities.

Outlining the real service offered to housekeepers in the daily use of the steam pressure cooker, the following comparative cooking time table will prove interesting:

Article	Open Pot Cooking	Steam Pressure Cookery
Potatoes	30 minutes	10 minutes
Cabbage	40 minutes	10 minutes
String Beans	50 minutes	15 minutes
Oatmeal	90 minutes	30 minutes
Chicken	90 minutes	30 minutes
Pot Roast	120 minutes	50 minutes
Pork and Beans	180 minutes	40 minutes
Ham	240 minutes	50 minutes

Few cooks will believe that an open dish of veal stew with onions, another of creamed carrots or cabbage, and a third containing a milk pudding can all be cooked in a steam pressure cooker at the same time without the flavors blending in any way. It is true, nevertheless.

For this up-to-the-minute system of cookery there must be national advertising in order to make it known to the housekeepers in America. In these times of shrinking pocket books, while gas bills and taxes have the swelling habit, and system of cookery which will reduce food and fuel bills while making all meat tender and the humble potato a mealy ball of flakiness, has certainly earned the right hand of fellowship.

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Efficiency As Is

The Why and Wherefore of Some Men's Success

I Went into an office and it was at the noon hour, and at a desk was a youth and a girl, and they were busy discussing the intricacies of the typewriter.

"For," said the youth, "if you push down on this button it prints red and if on this one it prints black. But you cannot print black and red at the same time." For which wisdom the girl was glad, and I waited.

And a young lady came in and asked if I wanted anything and I said, "No, I was only admiring the office and was curious to see how long I was able to wait the pleasure of the youthful couple." And I waited, while the barometer declined rapidly.

And the boss came out of his private office, where he had another business caller, and he had his hands full of papers and he said, "Hello, I thought I heard the door open and no one greet you. Come right in," and his desk was full of papers and he was busy and the dictaphone was running and he was running in high, but he heard the door open and he lost no time in seeing who it was.

That's why he's boss!

Information—Minus

And I went into another office and the office was that of a big firm, one of the largest in the United States, and there were forty or fifty clerks who saw me stand at the desk labeled "Information," but no one came to ask what I wanted, but looked up at me with silly grins and at one another, deeming it funny to see a cowman stand at the desk where no one was. And on the top of the desk was a large sign "Information," and it was heavy, and after I waited twelve minutes by the clock, I picked up the sign and crashed it down on top of the desk.

And, lo, clerks came running from many directions and they asked me, "Did I want something?" and I said, "No, I knew they were brainless automatons and only waited to see if they could move as well as grin." And the boss came out of his den and apologized, saying that "Miss Information" was absent today, and these clerks had known it and thought it funny to see intelligence waiting on ignorance.

That's why they are clerks.

And me, I am a boomer and where I go trade follows and my shekels are not many, for, lo, these many years ever have I been a pioneer and have traveled ahead of the others. Even in far Cathay and the Antipodes, and for many months have I spread the truth regarding the usefulness of the horse and have increased his productivity and use.



HAMILTON BASSETT

is a keen observer and knows how to apply what he observes. The facts related in this article actually occurred. Are any of your own associates in business like those he mentions?

And I went into the office of a firm which sells hay for the horse and the boss was too busy to see the man who had nothing to sell him, but was making trade for him. And I came back again and lo, the boss was still busy and turned me over to his chief scribe, who had a head liken unto a pea-nut. The interior rattled when he talked. And a third time I went away and I came back and talked with the chief scribe and while in converse the boss came out of his office and as he passed me he ducked his head and looked at the floor, scuttling back into his den even as the noisome tarantula. And I went away disgusted and his name shall be Anathema evermore. He is as the dust before the wind. He dieth of the dry rot and shall perish from off the face of the land.

And I went and journeyed into a far land, yea, even unto Chicago and left the west far behind me. And wherever I went I found welcome for trade followed in my footsteps and I came back toward the sunset by the City of Angels and I had forgiven the hay men and in my traveling I went into the office of another hay man and his name was Nicholls.

And as I tarried in the outer sanctum there came galloping past me a big man and both his hands were full of papers and there was a pen in his mouth and fire in his eye and he stopped and asked me if anyone had attended to my wants and I said, "No, I had just come into the marble portals and could I see the man Nicholls, who is the big noise," and he said I could and would I rest on the chair while he hunted him

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up and the big noise came and took me into the inner sanctum and brought out my knowledge with many questions and besought my company to lunch.

But I could not tarry, for I must even journey many miles to gaze at a ranch that was to the minute up. Even a horseless ranch. And behold this man, who was so busy, took me into his speed buggy and we went as the wind many miles and he talked with me for many hours and his talk was all for the good of the business. And from me much wisdom did he secure, for had I not traveled many weeks in many lands?

And we came to the horseless ranch, and lo, it was horseless no longer, but many and strong were the teams that were plowing up the soil on the many thousand acres and the owner told us that it was true he had made the experiment to farm without horses but it was as Hamlet with Hamlet left out, and the experiment had been costly and prolific of much worry.

And the hay man carried me back to the City of the Angels and urged me to come again and dismissed me with many kind expressions, and wherefore that man, ever keen to acquire wisdom, is from nothing become as the green bay tree and in all the coast there is not one such as he in his own business. Ever he maketh stronger and stronger, and of the City of Angels are many such as he.

And to the city man by the bay will I recommend the aphorism of Epictetus: "Many a man would have attained wisdom had he not thought that he already possessed it."

SHARP USE OF A DULL AX

The next time you have a price reduction through your store, you can bring the reduction to a more forcible attention by the use of a humorous stroke of advertising.

Obtain an old ax—one that is dulled and nicked—so that it is easily seen to have had much use. Put it in your window with a large placard lettered :

"This ax has seen hard use in cutting prices for this sale."

Some people have a wrong opinion of themselves. They are too humble or too conceited. And here is the funny part of it. What you think—is what you really are! It's mighty important to think straight, and strong, and true. None of us want to give out a false impression of ourselves or our ability. Straightforward honesty is what counts.

Your deeds actually tell the world what you think of yourself. It's up to you to give the world a first-class estimate of your ideals and ambitions. Don't let people get a wrong impression. You have the matter in your own hands.

YOU DECIDE YOUR OWN HAPPINESS

There are two classes of people in the world. Workers and Shirkers.

There are those who recognize their responsibilities, take them on like honest folk, and do their bit.

And there are those who slide out of everything they can.

The shirkers flatter themselves that they are having an easy time, because they "let George do it." They are not. They are simply saving up contempt and trouble for themselves.

For every conscientious person who is doing the square thing and carrying his share of the world's burden there are probably half a dozen who are hanging onto his coat-tails.

But he has the satisfaction of not being ashamed of himself when he looks into the glass. Self-respect and the knowledge that you are earning your salt is worth more than all the prizes of luck and favor.

The small retailer need not remain small. No one can hold him down but himself. If he is not growing, there is a reason and it is up to him to find out what it is.

PRACTICAL WINDOW IDEA

An eastern merchant showed a square yard of well-worn linoleum in his window, one-half of which had been carefully painted with a floor enamel. A sign over this display read: "Try this on your old worn floors. You will experience satisfaction." Arranged about the exhibit were different sized cans of floor enamel, brushes to apply it and cards showing the colors that could be furnished.

FELLOWSHIP

When a man ain't got a cent, and he's feeling kind of blue,
An' the clouds hang dark and heavy an' won't let the sunshine through,
It's a great thing, O my brethren, for a fellow just to lay
His hand upon your shoulder in a friendly sort of way!
It makes a man feel queerish, it makes the teardrops start.
And you sort o' feel a flutter in the region of your heart;
You can't look up an' meet his eyes; you don't know what to say,
When his hand is on your shoulder in a friendly sort of way.
O, the world is a curious compound, with its honey and its gall,
With its care and bitter crosses, but a good world after all,
An' a good God must of made it—least-wise, that is what I say,
When a hand is on your shoulder in a friendly sort of way.—Riley.

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Do You Make the Same Error?

How Duncan McCan Discovered His Mistake in Figuring Profits

WHEN Duncan McCan engaged in business in a mid-western town some time ago, he made up his mind he would sell his merchandise on a close but safe margin. He had seen so many other merchants who never had any definite knowledge about their business that he was determined to be sure about everything he did. There was to be no haphazard guess-work with him.

Duncan McCan's ambition was all right, but in actual practice he made the same mistake that so many others have made before him. But to Duncan's good credit it is well to say that before he had been in business long he was able to set himself right. He had been in business hardly six months when he discovered that he was not making the profit he had expected. The reason for his profit shortage was revealed to him in an unexpected way.

Figured His Percentages Wrong

One day he found that certain articles in stock were not selling as fast as they should. They had cost him $2 each and he had marked them up 35 per cent a few months before, 25 per cent as expense of doing business and 10 per cent as profit, making the sale price $2.70. To move them he decided to sell them at a reduced price. So he cut the price 25 per cent and offered the salesman a commission of 10 per cent, making the total cut of 35 per cent, just the same as the mark-up. But right here is where he made his mistake, and this is how he did it:

The original selling price of these articles, as we have shown, had been $2.70. So he marked this price down 25 per cent, making the selling price $2.02½. Then to this he added the salesman's commission of 10 per cent, which made his net receipt from the sale of each article exactly $1.82½.

Actually Lost on Each Sale

To his surprise Duncan found that he would lose 17½ cents on each article and he couldn't understand it at first, as he believed that all the time he had been working on a 35 per cent margin of profit, and had only cut his sale 25 per cent, plus 10 per cent commission. But had he really been working on a 35 per cent margin? He certainly had not if he had figured his mark-up the right way, and that was the error that misled him into marking down those articles 17½ cents below cost when he had intended to sell them at exactly cost price.

What he really did was to mark those articles up on the cost price and then marked them down on the selling price. In other words, he used a different base in figuring the mark-down than he did in figuring the mark-up. This accounted for his loss of 17½ cents on each of these articles when he came to force their sale by marking them down. He discovered then why it was he had not been making the profit he had expected on the rest of the stock.

How He Should Have Figured

What he should have done in determining his original mark-up percentage was this:

Let 100% equal selling price.
35% equal expense and profit.
65% (of selling price) equals cost.

Then $2, the cost of one of the articles, would be 65% of the selling price. Consequently, as $2 divided by .65 equals $3.08, this figure should have been the first selling price of each article.

Here is the proof:

Expense	25% of $3.08 equals	$ .77
Profit	10% of $3.08 equals	.31
Cost	65% of $3.08 equals	2.00
Selling price 100%	equals	$3.08

Reducing the problem back we have—

$3.08	Selling Price.
.35	Percentage (including 25% cost and and 10% profit)
1540	
924	
1.078	Gross Profits.
$3.08	Selling Price.
1.08	Gross Profit.
$2.00	

This experience was enough to convince Duncan McCan that to figure his mark-up at 25% plus 10%, or $2.70, was really less than cost plus expense or $2.77.

He saw at once why it was that so many merchants have failed.

HOW'S THIS FOR A STORE GREETING?

"To you who enter this place, we give hearty greeting.

"We would rather see your face coming in than your back going out.

"This is not a refrigerator plant, but a Human Store, where warmth of cordiality is extended to all.

"This is your store, conducted by us. Come as often as you wish, stay as long as you can, whether it be for a purchase or a look around."

A man with push can get there, but it takes the man with character to stay there.

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A MOST IMPORTANT INCOME TAX DECISION

(Copyright by Elton J. Buckley)

A most important decision has been handed down by the United States Court for the District of Connecticut, which probably affects a large majority of all the people, particularly business men, who pay income taxes. The decision in a nutshell is that when the owner of property which he is not a dealer in, sells it at a profit, he need not treat the profit as income. The government has always insisted that he must. The decision applies both to real and personal property.

The law imposing a tax on incomes provides that taxable incomes shall include gains, profits and income derived from * * * sales or dealings in property. And the constitutional amendment giving congress the right to levy an income tax provides that the tax shall be laid on incomes "from whatever source derived."

This language was rather broad, and the government has taken the position that if a man sold anything he owned, and made a profit on it, he must class that profit as income and pay a tax on it. That included his house, or his store building, or any other real estate, or stocks, or bonds, or mortgages, or even his business if sold as a whole. It made no difference that he was not a dealer in the property sold, the government said he had made a profit on it, which was part of his income. And on its face that looked plausible.

My own view, however, which I have expressed whenever I could get anybody to listen to me, was that a profit so made was not income at all, but simply an accretion or increase of capital. When a man owns a store building which he rents, the rent is income, of course. But when he sells the building for $3000 more than it cost him, he has simply increased his capital to that extent. Up to the case which has now been decided, however, nobody seemed to care to go to law about it, and the question has never before been raised.

The case which I have referred to was brought against the government in Connecticut by a man named Brewster, who had sold certain bonds which he owned, at a profit of $17,000. The government as usual said that he must class that $17,000 as income and pay a tax on it. And he did pay it, but only under protest. Immediately afterward he sued the government to get it back. His contention was the one I have outlined, viz.: that he was not a dealer in bonds and the mere sale of property which he owned privately, at a profit, did not produce any "income" at all, but only an increase in capital.

The court, in one of the best considered opinions I ever read, upheld his contention and ordered the government to give him back his money. I shall reproduce enough of the decision to make readers hereof clear on the point, for it is highly important:

It is the contention of the plaintiff that the statute is unconstitutional in so far as it taxes as income the increased value of investments when realized by sale, and that such a tax is a direct tax upon capital or property not authorized by the Sixteenth Amendment and not a tax upon income. In other words, that such gains do not come within the definition of income as the word is used in the Sixteenth Amendment.

On the other hand it is the contention of the government that such gains do constitute income properly taxable under the Income Tax Law of 1916.

The question presented is whether the advance in the value of the bonds, during the period of four years, over their cost, realized by their sale, was subject to taxation as gains, profits or income of the plaintiff for the year in which the bonds were sold. The answer which should be given to this question does not, in our judgment, admit of any doubt. The advance in the value of property during a series of years can, in no just sense, be considered the gains, profits or income of any on particular year of the series, although the entire amount of the advance be at one time turned into money by a sale of the property. The statute looks, with some exceptions, for subjects of taxation only to annual gains, profits and income.

The mere fact that property has advanced in value between the date of its acquisition and sale does not authorize the imposition of the tax on the amount of the advance. Mere advances in value in no sense constitutes the gains, profits or income specified by the statute. It constitutes and can be treated merely as increase of capital.

The exact question presented in this case has not been before the Supreme Court since its decision in Gray vs. Darlington, supra, nor did it arise in Eisner vs. Macomber, supra. Notwithstanding certain passages in the opinion of the court in the Macomber case stating that when dividend stock is sold at a profit the profit is taxable like other income—which I consider in view of all that has been written by the Supreme Court in a long line of income tax decisions, must mean that the profit derived from such transactions, if it is income, applies in the case of a trader and not in the case of an individual who merely changes his investments.

Therefore, under authority of Gray vs. Darlington, which is approved in Lynch vs. Turrish, supra, I feel constrained to hold that the appreciation in value of the plaintiff's bonds, even though realized by sale, is not income taxable as such, and in reaching this conclusion I find support for it in the Macomber case, where Mr. Justice Pitney says: "Enrichment through increase in value of capital investment is not income in any proper meaning of the term."

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Millions of men all over the United States have paid income tax on the profit when they sold stocks they owned at a profit, or when they sold a piece of real estate at a profit, or when they sold their entire business at a profit. And they were preparing to do it again this year. Every one of the taxpayers who has paid tax on that principle will be entitled to a refund if this decision is upheld. Naturally the government will appeal and the case will eventually got to the United States Supreme Court.

CAPITALIZE YOUR TOWN GOSSIP

Value of a Prospect Book to Fight the Mail Order House

The Jules Rozier Mercantile Co., of Perryville, Mo., are strong believers in the possibilities of business resulting from ascertaining the future needs of their customers. To do this they keep a book of prospects in which they set down all the information about people in their vicinity they pick up in conversation with other customers each day.

For instance, Mrs. Smith, in making some purchases, casually remarks that she heard Mrs. Thompson is going to buy a sewing machine when Thompson sells his wheat; Mrs. Ray gives out the information that Willie Walker and Dorothy Grey are going to be married and will start to buying their household effects next week; then Mrs. Jones, "the lady who likes to tell," while buying the proverbial spool of thread, imparts the information that Mrs. Murphy is going to buy a new incubator; that the Jenkins couple, who were married last year, are going to buy a baby buggy for the new addition to the family, that Tom Roberts has bought three new cows and will have to have a cream separator, and last but not least, that Si. Hopkins has finally decided to paint his old house, which hasn't been painted "since Lord knows when, and certainly needs it."

As soon as the customer leaves this information is jotted down in the prospect book, and at the proper time literature is mailed these prospective customers, and sales effort is directed towards selling them the things they need.

Here is a splendid system with which to fight the mail order houses. It possesses an alertness in forecasting the needs of customers that gives those who employ it a decided advantage over their competitors.

No doubt hundreds of other business men have sensed the importance of keeping just such a record, and doubtless some are doing it, but there is a large number of others who can profit by the system. It is certainly a live one.

Do not watch your competitor enviously. Give him full credit. If his business is larger than yours, then he is worthy of your esteem. You can learn from him.

The fear of ill is always greater than the ill we fear.

FIRE LOSSES MUST BE PROVED

"How many of you have your last inventory in a fire-proof safe?"

"How many of you have your unpaid bills for stock bought since your last inventory in a fire-proof safe?"

"How many of you have your paid bills for stock bought since your last inventory in a fire-proof safe?"

With this brief catechism, C. E. Davidson introduced a brief talk to dealers.

Proof of Loss Is Essential

"A good many business men have the idea," Mr. Davidson said, "that a five or ten thousand dollar insurance policy on a store means that five or ten thousand dollars will be paid in event of a fire loss.

"Now there was never a greater fallacy than this idea.

"An insurance policy guarantees payment of actual loss not exceeding the face value of the policy.

"It is the loss you are insured against—and the insurance company puts it up to you to prove that loss.

"Essential to proof of any loss that is sustained are:

"Your inventory.

"Your unpaid bills since inventory.

"Your paid bills since inventory.

"Record of your sales since inventory.

"With these in hand, you can settle your claim with an insurance adjuster in fifteen minutes' time. Without them, you are unable to prove your loss.

Neglect Is Criminal

"I say to you, that if you are neglecting the proper care of these vitally important records, you are guilty of criminal negligence to yourself and your family. There is no single feature of your business that is of greater importance nor that deserves closer personal attention on your part."

Illustrating the necessity of personal attention to detail, Mr. Davidson related that, though he was well aware of the importance of these precautions, he recently found that the paid invoices in his own store were, "for convenience of reference," being kept in a paper backed file, outside the safe. In correcting this, the suggestion that other dealers have probably overlooked this precaution occurred to him.

KEEP ON KEEPIN' ON

If the day looks kinder gloomy,
And your chances kinder slim,
If the situation's puzzlin'
And the prospect's awful grim,
And perplexities keep passin'
Till all hope is nearly gone,
Just bristle up and grit your teeth,
And keep on keepin' on.

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COLONEL CAPPER COMSTOCK!

While "Colonel Capper" Comstock of Kansas City did not thus decorate himself before this photo was taken, yet in the process of development for our use it "materialized" as it now appears.

This can perhaps be explained by the process of thought transference for so enthusiastic a Capper is he that he cannot long separate himself from his "bottles."

Colonel Comstock is not only a "Capper." He is likewise a "Poacher," for be it understood that the Comstock-Bolton Co. of Kansas City, of which he is a worthy half, are makers of a bottle capping machine as well as a patent egg poaching device.

Seriously speaking, he boasts as his initials "H. P.," standing we presume for "horse power"—not a mere one horse, for one cannot know him long without being impressed by his optimism and enthusiasm such as can only be generated by a 100 horse power dynamo. His fine American home-loving parents bestowed upon him the name of "Howard Payne," after John Howard Payne, the author of "Home, Sweet Home."

His name might also account for the fact that in helping to make a harmonious, happy home, the Comstock bottle capper and egg poacher are essential. At least that is the testimony of every housewife who uses them.

Mr. Comstock recently visited their jobbing and sales connections throughout the West, spreading the fame of their products. He began his business career as a clerk in a retail store in Indiana, worked his way through college, incidentally selling aluminum ware during his vacation. His ability as a salesman was recognized to such an extent that he was made western sales manager for a large aluminum ware manufacturer.

He recognized the opportunity for labor-saving devices in the home. The Comstock-Bolton Company was formed, of which he is the active head and manager. Their policy is to thoroughly try out every article before placing it on the market. Their products include the bottle capping machine illustrated elsewhere in our pages, which is something entirely different from any other bottle capper, and possesses merits not found in any other. It needs only to be demonstrated to make sales and their representatives and jobbers are most enthusiastic.

The field for bottle cappers is unlimited. They are needed by every housewife for home canning and preserving. Other fields where it is most popular and used most successfully are druggists, who put up various preparations, and even church officials, who "bottle their own," of course, for sacramental purposes.

Another of their popular sellers is the McGuire Egg Poacher, which finds a large sale in homes and hotels. As an evidence of its use and popularity, a merchant in Hutchinson, Kansas, recently sold 400 from a single demonstration. Their products are distributed by jobbing trade throughout the West, and many live merchants are finding in them an opportunity to attract more of the trade of the women to their stores.

THIS METHOD INCREASED BUSINESS

To bring people into the store a Buffalo merchant draws from the bank every Saturday twenty-five new one dollar bills, and keeps a record of their numbers. On Saturday night these bills are given out in change in the regular course of business. A week from the following Monday he advertises: "Have you one of these dollar bills? These twenty-five one dollar bills are in circulation around the city. If you have one of them bring it to our store next Saturday and receive $1.50 for it." Then follows a list of the numbers of the bills.

Because of the universal desire to get something for nothing, this inexpensive stunt will be repaid a thousand times in the shape of word and mouth advertising because many a dollar bill will be examined in the course of the week to ascertain whether it bears one of the winning numbers, and the name of the store will naturally be repeated.

SELLING IS LIKE PRAYING

There are two ways of selling goods, just as there are two ways of praying. The difference between the methods is well explained in old Aunt Mandy's experience:

"W'enebber I pray de lo'd to sen' one o' Massa Peyton's fat chickens fo' de ol' man, dere is no notice took ob de partition; but w'en I pray dat he sen' de ol' man fo' de chickens, de t'ing is 'tended to befo' sunup nex' mo'nin' dead sartin."

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WHAT TO SUE FOR WHEN A BUYER REFUSES TO TAKE HIS GOODS

(Copyright by Elton J. Buckley)

This inquiry, which comes to me from a wholesaler in Cincinnati, Ohio, ought to be both timely and interesting to wholesalers and retailers in about all fields:

Cincinnati, Ohio.

We have had a number of cancellations like everybody else, and are thinking of suing a number of our customers to make them take their contracts. Unlike most lines, our cancellations have not come because prices have declined, as we have a controlled trademarked line which has not changed. Our merchandise have come because our buyers did not have the money to take in the goods, and because the orders are for three or four months ahead, and they believe that our principals will reduce prices before they can sell out. I have studied commercial law and one thing is not clear. What is a buyer who throws down his contract responsible for—can we sue him for the full price of the goods, as if we had delivered the goods to him, or are we compelled to sue him for the difference between the price in the order, and the price that the market has declined to? You can see that if we cannot sue for the full price, but only for the difference in prices, and there has not been any difference in prices, we cannot get much and it would not pay us to sue. I know you are in touch with these questions and will answer.

F. L. ARMSTRONG & BRO.

These cases where buyers refuse to take goods which they have bought divide themselves into two classes.

1. Where title to the goods, though not the possession, has in some way passed to the buyer. In these cases you can sue for the full purchase price, because the goods in a legal sense have been delivered and the buyer must pay for them.

2. Where title has not passed to the buyer. In these cases, if the buyer serves notice on you that he wants to cancel, you can only sue for your damages. Usually that is the difference between the order price and the price to which the market has dropped. If there has been no drop, there is practically no damage. You still have an action for breach of contract, but can collect only nominal damages. It doesn't pay to sue in such cases.

Consider under the first class of cases how title can pass to the buyer. Title often passes without possession passing. For instance, in sales made in Chicago, f. o. b. California. Under the law delivery of those goods to the railroad in California is delivery to the buyer. He hasn't possession of them and he may not get possession until he pays for them, nevertheless title has passed and if he fails to take the goods you can sue him for the full purchase price.

The terms of the contract determine where title passes, and each case has to stand on its own contract. Where a sale is made f. o. b. at a point, unless a contrary intention appears, "the property in the goods (in other words the title) will pass as between the parties, although the goods remain in the custody of the seller as bailee of the buyer and notwithstanding the seller has a right to retain possession until the price is paid."

Anybody who has the uniform sales act in his state has no particular trouble with these questions, if the contract is to be performed in the state wherein it is made. The uniform sales act, as some readers hereof know, is a model code of law to be applied to the sale of goods. It has been adopted by most of the states, but a few, notably California, where an enormous number of contracts for the sale of goods are made, are still without it. The sales act contains the following sections, which make it possible in most cases to sue a defaulting buyer for the full purchase price on the theory that title has passed:

Second—Where goods are shipped and by the bill of lading the goods are delivered to the seller or his agent, or to the order of the seller or his agent, the seller thereby reserves the property in the goods. But if except for the form of the bill of lading, the property would have passed to the buyer on shipment of the goods, the seller's property in the goods so shipped and deliverable shall be deemed to be only for the purpose of securing performance by the buyer of his obligations under the contract.

* * *

Where in pursuance of a contract to sell the seller delivers the goods to the buyer, or to a carrier or other bailee (whether named by the buyer or not) for the purpose of transmission to or holding for the buyer, he is presumed to have unconditionally appropriated the goods to the contract, except in the cases provided for in the next rule, and in Section 20. This presumption is applicable, although by the terms of the contract the buyer is to pay the price before receiving delivery of the goods, and the goods are marked with the words "collect on delivery" or their equivalents.

Under these sections you could sue for full purchase price on almost all sales made f. o. b. shipping points. But you can't always use the uniform sales act. Take a contract made by a Philadelphia buyer for California goods. The contract is really made in California, because the seller signs it there. Pennsylvania has the

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uniform sales act, California has not, therefore you have to rest on the general or common law as it is administered in California. The case is the same as between many other states. Where this is the case, the general observations I have made above will be found correct.

In the case submitted to me from Cincinnati, if nothing has been done about shipping or delivering, the seller can merely sue for damages, in other words, the difference between order price and market price on the day the buyer cancelled. As the correspondent himself points out, this in his case is an empty remedy.

YOU MUST MAKE AN INVENTORY

(Copyright by Elton J. Buckley)

A merchant from New York writes to me to know how he shall make up his income tax report without an inventory. He says it is not customary for him, or for other people in his line, to make up inventories every year. He wants to get the benefit in his report of the declines in value, but doesn't know how he can do it unless the government will permit him to estimate the declines and strike an average.

I have told him that the government expects every merchant or manufacturer to make regular inventories, at least once every year—for the purpose of the income tax report if not for any other—and that assuredly he will not be excused from doing it, except on the plea of illness, when an extension will be given him. Nor will he be allowed to "estimate" the effect of the price declines upon the value of his stock.

If there is one thing the government is insistent about, it is that anybody using stocks of merchandise, from which sales or manufactures are made, and which are replaced and added to from time to time, shall make an inventory at least once a year. As a matter of fact, it is not possible to prepare an income tax report that will hold water without one.

The following is from the income tax act:

Sec. 203. That whenever in the opinion of the commissioner the use of inventories is necessary in order clearly to determine the income of any taxpayer, inventories shall be taken by such taxpayer upon such basis as the commissioner, with the approval of the secretary, may prescribe as conforming as nearly as may be to the best accounting practice in the trade or business and as most clearly reflecting the income.

And the commissioner, believing inventories to be necessary, prescribed the following regulation:

Art. 1581.—Need of Inventories.—In order to reflect the net income correctly, inventories at the beginning and ending of each year are necessary in every case in which the production, purchase or sale of merchandise is an income-producing factor. The inventory should include raw materials and supplies on hand that have been acquired for sale, consumption or use in productive processes, together with all finished or partly finished goods. Title to the merchandise included in the inventory should be vested in the taxpayer and goods merely ordered for future delivery and for which no transfer of title has been effected, should be excluded. The inventory should include merchandise sold but not shipped to the customer at the date of the inventory, together with any merchandise out upon consignment, but if such goods have been included in the sales of the taxable year they should not be taken in the inventory. It should also include merchandise purchased although not actually received, to which title has passed to the purchaser. In this regard care should be exercised to take into the accounts all invoices or other charges in respect of merchandise properly included in the inventory, but which is in transit or for other reasons has not been reduced to physical possession.

There have also been some other regulations regarding the taking of inventories. For example, that which allows a merchant to inventory at cost or market, whichever is lower. Then there is regulation No. 33, Par. 354, which says that gross income shall consist of the total sales plus the inventory at the end of the year less the sum of cost of goods purchased during the year and the inventory at the beginning of the year.

There are undoubtedly cases where business men have made merely a stab at an inventory and have framed their income tax reports accordingly. And they feel that they have gotten away with it since they have not heard from the government up to this time about it. Let them not take too much comfort from that, however, for the government is still fiddling with the reports for 1917.

ARE YOU GOOD AT EXCUSES?

"The man who is good at excuses isn't good at anything else," so ran the little old saying that even grandfather can recall.

Now Roger Babson says:

"Whether rich or poor, employer or employe, we seldom are honest in our excuses. We are continually putting the blame where it does not belong. In nine cases out of ten, our troubles are due to our own faults. We should stop looking for other people or things to blame. It is mostly our own fault that we are not making more."

When a good deed has been done, don't stop to brag about it. Start right in to do another and your day will be a happy one.

One lawyer in a town would starve, but with two lawyers, there is enough business for both.

FROM COVER TO COVER

If the retail merchant would cut out two thirds of the trash that comes to his store and read such trade papers as the HARDWARE WORLD and other similar publications, it would be far better for him. There is no doubt about this.

I am in this class and know whereof I speak. The monthly publications cover our business sufficiently. The weekly only reiterates what has been read the previous week.

Although I take other trade papers, I want to tell you that the HARDWARE WORLD is the publication I go through from cover to cover.

M. J. MANNING & SONS.

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Hardware Convention Through Feminine Eyes

Sometimes it is of distinct advantage to get a glance at ourselves from a point of perspective, or through the eyes of someone who is not so close to the trade. Here are some interesting impressions of the recent northwestern conventions as they occurred to one of our good friends among the feminine delegation present.

DEAR FRIEND:

No doubt you will be surprised to hear that I'm visiting the Northwest, and even more so to find that I've actually attended a real live hardware convention, even to the distinction of being the only lady present on several occasions.

You remember how we have often wondered what these conventions were like, what they discussed, etc., etc. Well, I was sorry you were not with me, for it was most interesting, and I'm afraid this attempt to give you my impressions will not do the actual convention justice.

As I meekly waited in the lobby of the building in which the convention was held, I thought I had never seen so many men and such big men, all busily going somewhere. When we entered the convention hall, I recognized many of them as having attracted my attention in the lobby below.

The room was well filled—with men and smoke — and through the haze I tried to get a definite idea of just how many were present. That morning I judged there were 250, and at least 500 cigars blazed full blast. I understand that the jobbers were responsible for most of these cigars, but they must have been overlooking quality to buy quantity. They say that where there's smoke there must be fire. If this were literally true, the convention would have been consumed that first morning.



Mary Ann Hardware, of the HARDWARE WORLD Staff

It certainly was a mighty fine aggregation of good-looking, business-like, good-natured, mutually helpful men, even if bald heads did prevail. And of course we mustn't overlook the one woman.

I found that the very good-looking, earnest, non-smoking man standing up in front with beautiful dark hair and glasses (both eye and water), was Mr. Fred Ernst, head of one of the largest hardware stores in Seattle and also president of the association. He had such a keen way of drawing the men out and leading the various discussions that at times he seemed to make the members feel obliged to talk.

This first morning, for instance, they discussed the matter of toys in the hardware business, whether they should be a year-round proposition or only a holiday department. This whole subject was very absorbing to me, and I know that if I was a hardware dealer I'd only handle a few hammers and some nails and devote the rest of my store to toys.

Profits From Child's Play

Some of the dealers had only handled toys for a year or two and were not entirely enthusiastic as to the results. One man had a big stock left over after Christmas. However, it was brought out that no matter what the actual profit on toys, new customers were brought to the store, particularly women and children.

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One delegate told the convention he had found it necessary to instruct his clerks, especially in the successful selling of toys. One must attract and interest the children and their mothers. Other merchants had found women clerks successful in the toy department especially at Christmas time.

It happens that Mr. Chas. Robertson of Bremerton has been one of the most successful members handling toys, and he told the convention how he sold $1000 worth of dolls last Christmas, and how his toy business in the off season amounts to an average of $100 a month.

We were glad it came our way to visit Mr. Robertson's store at Bremerton. We noticed that one side of his large store was devoted to toys and household goods. They were attractively displayed on tables and shelves. The clerks work from behind the hardware counter on the other side of the store and allow the customers to choose for themselves and look over the toys. Of course the entire sales force is keeping a weather eye in that direction, and is ready to wait on customers and finish sales if the customer's interest has been aroused.

But getting back to the convention. The consensus of opinion in regard to toys seemed to be that no merchant could lose in handling toys if he put his heart in them, together with a complete stock. Especially the steel and mechanical toys are successful, for the merchant already has half a toy stock in his sporting and wheel goods departments. To make toys pay they must be given a fair chance with an adequate investment in stock and enthusiasm. Good advertising in the holiday season and the sympathy of the proprietor and his force will put toys over.

Well, I certainly didn't intend to enlarge on the toy subject to this extent, and I must at least assure you that the convention considered other matters of interest.

Down on Bill to Arm Thugs

There was quite a lively talk on the pending firearms bill, brought to the attention of the convention by Mr. Welborn, the energetic president of the Whiton Hardware Co. This bill proposes to make it so hard to buy arms and ammunition and so complicated to sell them that none but pawn shops will handle them, and none but the thuggiest thugs and desperadoes will wear themselves out getting the same. Needless to say the convention adopted resolutions opposing the bill.



Another subject very interesting to me was the discussion of show window displays and how often they should be changed; likewise counter, showcase and wall-board displays inside the store. Several speakers seemed to agree on a change every two weeks, but Mr. Jameson, president of the Oregon Association said he knew for a dead certainty that there were some present who believed in changing at least once a year and he would like to hear from them. There was not a stir, so Mr. Jameson concluded the discussion by opining that once a week was none too often.

Personally, I agree with the gentleman who told about changing his windows often. He showed how the power of suggestion was responsible for a most decided increase in the sale of certain articles which had lain dormant on the shelves for a long time. When they were put on display in the windows they began to be sold almost immediately. Variety is the spice of life, and I don't see why the rule shouldn't apply to hardware windows as well as to the shops where the latest in up-to-date modes are to be seen.

Sharp Aspect of a Dull Point

Then one afternoon they discussed their insurance, which is really the backbone of the associations, I understand. But I'm afraid I'm a little hazy on the subject. The room was very warm and smoky and it was just after lunch, and although I gathered that they have $5,000,000 insurance in force, I had to force myself to gather it.

Instead, my eye traveled about the room and I grew curious as to who several especially distinguished looking gentlemen might be. I learned that many of them represented big hardware concerns in the city and throughout the territory. There were besides several university men who gave splendid talks on theoretical economies and high ideals in business. By the time I had attended several meetings I found there were a great many interesting, natural and easy-speaking men present.

Nicest Pink Man You Ever Saw

For instance, Dr. Hindley of Spokane, the nicest pink man you ever saw, with a beautifully modulated voice, spoke at several meetings, and I for one was always delighted when he rose to his feet.

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Then there was Mr. Sheets from Indiana, representing the national association as its secretary. He was enjoying his first visit to the Northwest, though he didn't look overflowing with joy at times. He is a very meticulous-appearing gentleman who was most faithful in attendance and did much to encourage discussion among the visiting dealers.

The sales manager of the Seattle Hardware Co., Mr. Bilger, spoke so pleasantly and assured everyone he was always at the services of the convention.

A Few of the Beau Brummels

Only space prevents more than mention of such interesting men as: John Smith, kindly leader at Walla Walla; S. Cavanaugh, twinkling-eyed vice president elect from Auburn; tall, methodical Z. Y. Coleman of Toppenish; impulsive Jack Nehrbas of West Seattle, the association's chief fire-fighter; helpful R. S. Erb of Lewiston, Idaho; A. Z. Wells, the doughty apple king of Wenatchee, A. L. Callow and Geo. W. Schmidt, the faithful pair from Elma—and so many more. Representing out-of-town jobbers, always the good friends of the association, were Roy Gill, I. S. Jensen and Si Corbett of Spokane, and A. E. Darling of the Yakima Hardware Co.

I enjoyed meeting the secretary of the association, Colonel Lucas. He was more or less quiet when it came to discussions, but you could easily see that the whole detailed plan of the convention and the arrangement of the program was due to his strenuous efforts beforehand. He deserves a great deal of credit for his share in making it all run off so smoothly and successfully.

One of the king pins of both conventions was good John Raymer of Reardon, Washington, a fine gentleman who moves and talks slowly. Yet he rarely spoke without a touch of droll humor, and you could see that what he had to say carried weight with it. I'm sure he enjoys a prestige all his own at the conventions.

The president of the Oregon convention was Mr. Jameson of McMinnville. He is a gentleman of distinguished appearance and quite an orator. My, such dressy metaphors wafted through the room when he talked! Inwardly he must enjoy holding the attention and confidence of the association members so completely. Just to prove their feeling, they rewarded him with the "ermine of office" for a third term.

The meetings were never too deadly business-like, but interspersed with good wholesome levity. In fact, one of the most notable points was the fine fellowship existing and the many advantages and opportunties in belonging to these hardware and implement associations.

And How They Did Dine!

Before I end this already too long discourse, I must mention the big banquets tendered to the delegates by the jobbers. Of course I can speak more warmly of the Seattle banquet, for I was there. It seems that the committee at Portland arranged a program so choice that they only chose the men to attend. The Seattle banquet was a huge affair in the Masonic Temple and the menu was as long as your arm, including the best celery I ever tasted. The entertainment was excellently selected and as fine as could be heard anywhere. The mayor of Seattle was there and about four hundred others. The speeches were all good and short, and the whole evening was great fun.

In fact, I have every enthusiasm for these conventions and in meeting so many pleasant people. From now on I shall be right on hand to attend them as often as an opportunity is provided.

Yours very sincerely,
MARY ANN HARDWARE.

The Builders Hardware & Supply Co., 353 Ankeny Street, Portland, are adding to their stock of builders' hardware and supplies of all kinds. E. S. Minchen is president; O. A. Spliid, vice president, and V. C. Crum, secretary. They anticipate considerable building in Portland this season.



SOL FRIEDENTHAL RESIGNS

While presiding at the Seattle convention banquet, Sol Friedenthal, vice president and treasurer of the Schwabacher Hardware Co., announced his resignation, to retire from the hardware business after forty years of active service.

Born in Louisiana in 1861, he did not wait for his tenth birthday before starting to work. When he was 14 he moved to the West and for two years was a newsboy and a messenger in San Francisco. In 1880 he joined M. Seller & Co., at Portland, and in 1895 he became secretary of the Seattle branch.

In 1907 he identified himself with the Schwabacher Hardware Company. He has been an important member of the hardware trade in Seattle for the last twenty-five years and one of its leading executives.

Although Mr. Friedenthal will spend his days in rest and with outside financial interests, his name and his work in the hardware business of the Pacific Northwest will not soon be forgotten.

STICK TO IT

Plan for more than you can do,
Then do it.
Bite off more than you can chew,
Then chew it.
Hitch your wagon to a star,
Keep your seat, and there you are.

"STILL, STILL WITH THEE"

The sick man had just come out of a long delirium. "Where am I?" he said feebly, as he felt the loving hands making him comfortable. "Where am I? In heaven?"

"No, dear," cooed his loving wife, "I am still with you."

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World Wobbles in Wind of Words

Welborn's Prophesy of Two Years Ago Fulfilled; General Declines Have Not Come—Situation Demands Counsel and Confidence

(Address of John F. Welborn, President Whiton Hardware Co.)

AT the annual convention of the Northwest Hardware & Implement Dealers Association, January, 1919, there was a question raised as to the future price level. Fortunately the membership refused to be stampeded and left that convention feeling there was some question as to the advisability of following the advice of those who were so extremely pessimistic.

Last year the demand for goods was so pronounced that this matter did not come up for attention, but some of the wiser ones of the fraternity did have an eagle eye cast to leeward covering the situation, with the result that the very men who previously were "gloom spreaders," possibly were assisted in avoiding a catastrophe concerning their general policy, by harmonizing their interests with those who were in a position to give advice and who have taken that advice and applied it to their business.

For the past five months we have had at work again some of the most artistic gloom spreaders in the history of the world. The whole nation has been engaged in the art of talking—the world wobbles in a wind of words —and what we need is organization for the conservation of talk, in order that we may apply the energy which apparently so many are anxious to apply to the destruction of their business —to concerted effort of rehabilitating business to conform with the new conditions.

This time could well be spent by the average merchant in cleaning his shelves of unprofitable merchandise—and giving some thought to the length of time required to transport merchandise from the eastern market in quantities and put it onto his shelves; also to the present high interest rate he is obliged to pay in order to purchase merchandise in the East.

If the merchant would give more thought and attention to collecting bad accounts which are on his books, and if everyone would spend his time attending strictly to his own business, feeling if commodities are too high they will come down, if they are not too high they will stay where they are, and that come what may, the individual and the business man must abide by the consequences which are set for the general average of business.

If the merchant would quit talking about calamities which are liable to befall him, and take heed of the daily happenings which are about him, applying judgment to his business, he would remove his institution from the gloom with which he, himself, has enshrouded it, and would ultimately bask in the sunshine of his own endeavors.

Declines Have Affected Small Lines

Let us analyze and classify the declines which have occurred:

Sash cord, carpenter aprons, hose, rope, wooden ware, brooms, step ladders, wringers and all items governed by the cotton and lumber market has declined, but they comprise a very small portion of your total investment.

On the other hand, small tools such as drills, reamers, braces, chisels and the staple commodities, such as files, axes, hatchets, wrenches, garden tools, lawn mowers, builders' hardware, barn door hangers, guns, ammunition, which comprise the large volume of your investment, have not declined one cent.

Copper and brass have declined and as you know are at a very low point. Any commodities made of copper or brass, bought upon the basis of the present market, are a good buy.

Commodities such as nails, wire products, pipe, chain and bar iron have not declined upon the Pittsburgh market, and the only decline which has affected these commodities is the recession of price of the independent mills to the price as promulgated by the Steel Corporation, coupled with the new water rate, which is less than the rail rate. These are adjustments which are bound to come with the return of business to normal conditions.

On the other hand, we find that paint, owing to the decline in linseed oil, has been reduced 15 per cent on an average covering the entire line. Oil itself has been reduced 50 per cent.

We find that cutlery manufacturers have accepted orders in some cases covering the year 1921 with the understanding that the jobber is to pay the price he paid during 1920, or 5 per cent higher if the manufacturer chooses to assess it against him.

Lanterns have advanced 10 per cent.

In the final analysis we must admit to ourselves that we have done a tremendous amount of talking and that very little has occurred.

Administration's Short-sightedness Upsets Market

We must recognize also that during the war period the farmer was the only man who was guaranteed a certain price for all he could produce of his commodities, and the prices of farm products have been reduced on account of the laws of supply and demand, and on account of the inefficiency of the government in allowing the entire Canadian wheat crop to be

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dumped in this country before our own crop was sold—that our condition as regards wheat and other farm products is partly the result of a free trade policy instead of one of protection.

On the other hand, from 1907 to 1911 the average weekly wage of men in factories in the East was $9.00 per week. This advanced in 1914 to $12.00 per week and during the early months of 1919 had advanced to a weekly average of $35.75.

Labor Cost is 80 Per Cent of Value

Taking into consideration that 80 per cent of the cost of all manufactured products is labor, you can readily see that even though labor is reduced on an average of 22½ per cent, which is the readjustment being made in the wage scale in the East—that the new base price of labor will be about $28.00 per week, or more than three times the wage scale of 1911. Therefore the price of merchandise cannot recede to the pre-war level unless wages decline also to that level.

There is one outstanding characteristic of the present situation which is being overlooked by men in every capacity: If the price does recede beyond the level which made it, it does not mean a lower wage scale so much as unemployment; and any precipitous action on the part of manufacturers to lower the price of commodities out of proportion to the reduction in wages, can but result in unemployment and still further distress. When everybody gets over thinking that he can enjoy low prices at the expense of others and high wages for himself, the situation will begin to improve.

Under the Clear Sky of Confidence

We feel quite sure that any jobber who expects to make a success of his business must continue to buy merchandise. Our advice to dealers would be to take a careful inventory of your merchandise, a careful inventory of your notes receivable, and lastly and most important of all, take an inventory of yourself, of your state of mind, and get yourself in a happy mood.

Feel as I feel—that we will bring our business out from under the period of pyramiding inflation, through the period of disallusionment and deflation, into the clear sky of sanity; and speaking to you and of you, we feel that your interests and ours are now interlinked more closely than ever. You must understand, we must understand, and we must bring those who are within our organizations to understand that they must produce more—we must have better service and more constructive ability.

Do you not think that it would be better if we entered into close communion with ourselves and when we desire an analysis of our own condition, that we go to some friend in the business who is known to be stalwart in the faith and who has weathered the storms of adversity with us, and make him our friend and our guide to success?

YOU CAN'T LOSE SELLING PAINT

There always is one solid and satisfying fact about the paint and varnish business: It's like the famous coon trap that "catches 'em coming or going"—for if general conditions encourage building and improvement activities, paint and varnish are demanded in big volume, while if price, or labor, or any other conditions prevent building, paint and varnish are in sharp demand for the existing buildings, to make them do and new until the building program is resumed.

Anybody who will look about in his own town and vicinity will now see more places that need paint than he ever saw before.

That is the common report of dealers and painters and travelers everywhere.

Even the magazine writers mention this neglected painting as a visible, ugly part of the waste of the war and its aftermath.

Therefore, there will be plenty of painting in every town this spring, for this reason alone—if the dealers will promptly stock and push the goods. And, if there also is the general resumption of building that is being predicted. 1921 should be the biggest paint and varnish year ever known.

HOW SHELLAC IS MADE

Shellac is the product of a tiny insect which infests certain trees in the East Indies. The term lac is the same as the Hindu numeral lac—a hundred thousand—and indicates the countless myriads of insects which make their appearance each spring on the young, tender shoots of the infested trees. These feed upon the sap in the bark, and after passing it through their bodies exude it in the form of a crimson-colored resin, which in course of time hardens into a tiny semi-transparent cocoon or shell.

It is these cocoons which, after being melted in boiling water and poured out on a cold surface, constitute the shellac of commerce.

Shellac has many uses. Sealing wax is practically all shellac. It is the principal ingredient in most varnishes. Hat manufacturers cannot make hats without it, a shellac solution being essential for the stiffening process. Photographers find it absolutely necessary in their business, a similar solution entering into the composition of all films, while it is, of course, the main essential in all kinds of lacquer work. In fact, there is hardly any substance that is so generally used in so many widely different trades and manufactures.

Nor has any real substitute for it ever been found. Yet but for the fact of a tiny insect desiring to keep itself warm and comfortable the world would have none of it.

George O. Keck has entered into partnership with his father, A. G. Keck, at Elisnore, Cal., having purchased half interest in the business.

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ESTABLISHED 1891 ESTABLISHED 1891



60% to 80% PROFIT

ON YOUR INVESTMENT

ABSORENE IS A PERFECT, EASY WORKING, NON-STICKY WALL PAPER CLEANER

THIRTY YEARS experience in manufacturing and perfecting Absorene has produced the most efficient Wall Paper Cleaner in the world, selling into millions of cans per year

We have always aimed to educate the public to the use of better wall paper—higher priced decorations—which they can preserve for a number of years through our process of cleaning.

"ISN'T IT A GRAND AND GLORIOUS FEELIN'?"

(With apology to Harry Lauder)

To know, when you see them coming down the street—walking into your store—in Springtime—that, you're on the RIGHT CLEANER—that sells—that satisfies.

WINDOW TRIMS, Counter Display Signs, Fiber Signs (12x42 in.), Folders and Dealer's Helps of various kinds will be supplied to all upon request.

THE PACKAGE

Absorene is put up in 14-ounce Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails. Lithographed Show Cards are packed in each quarter gross Case.

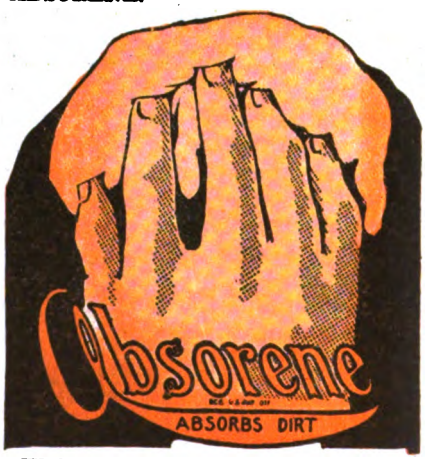
Absorene Cleans Easy!

Advertised throughout the entire Spring Season in all the leading Daily Newspapers of the Central and Western States.

The Leading JOBBERS in every City of the CENTRAL and WESTERN STATES, All Sell ABSORENE—All others should write us for our liberal Jobber's proposition, backed up with local advertising.

IT'S HIGH TIME

you got in line with us if you are one of the few who are not selling ABSORENE.



THE ONLY PATENTED READY MIXED WALL PAPER Cleaner

THE ABSORENE MFG. CO.

ABSORENE BUILDING

1609 to 1617 North 14th Street, St. Louis, U. S. A.

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"BARGAIN" TIRES AND ACCESSORIES

I sometimes wonder that people will believe so many things they hear. Some of us seem to be so constituted that we fall easy victims to the schemes of fakirs, however archaic they may be.

Take, for example, the "bargain" automobile tire.

There are many tricks in the business of selling "bargains" in automobile tires and accessories.

Occasionally, such dealers carry a few standard tires and sell them as "loss leaders"—when the customer persists long enough in his determination to buy the real thing and does not allow himself to be "switched." But still oftener, the few standard tires such dealers have are "out sizes," and since 95 per cent of those who call require "popular" sizes, they become prospects for a piece of "rag and rubber."

More frequently, advertisements of cut prices are based on stocks of "seconds." Legitimate tire manufacturers always try to obliterate identification marks from "second" tires, but when the brand has a distinctive tread, this is not possible.

In some cases they are plainly branded on the side walls with the word "second." If a casing carries a spot where the name, number or anything else has been removed, it is in all probability a "second."

"Second" tires are those which show a patent defect on inspection at the factory. It may only be a blemish or it may be a defect so serious that the tire will blow out on inflation. "Second" tires are in a sense a gamble; they may give you the mileage of a "first"; they may give nothing. For that reason, the factory does not stand behind them.

Occasionally, bankrupt stock of standard tires are offered. In many cases, these have remained in storage while the machinery of the law has been grinding, and when offered to the public are dried out and lack resiliency. In that condition, they will not be offered for sale as "firsts" by a reputable dealer.

A cut price tire merits suspicion on the single ground that it is a cut price tire, for no legitimate manufacturer could profitably prefer one customer to another in the same class, in the matter of prices quoted. Such a course would as a natural consequence develop price cutting—price cutting would destroy profits, and the destruction of profits would make the account unprofitable to the agent, thereby destroying the sales organization of the manufacturer.

It would seem easy even for a person with no experience in business to understand and believe that no manufacturer makes a different price to his customers, and it should be apparent, also, that all dealers have fixed operating expenses, so that when prices are cut, something must be the matter.

If you were a manufacturer, would you stock up your regular dealers, upon whom you must depend to get your goods to the motorist, and then turn around and sell tires of the same grade to another man at a lower price, so that he could drive your regular dealer out of business? I do not believe you would, and of course the manufacturer knows more than that. His regular dealer's good will is an asset worth a great deal of money to him. He values it just as he values the good will of the buying public.

SAMPLE OF GOVERNMENT BUSINESS

A sample of "government as she is governed" under the inefficiency experts is furnished by a New York manufacturer who sends a copy of a "proposal for supplies" issued by the supply department of the navy on November 12 from the Philadelphia supply depot. The blank proposal and instructions fill two large sheets with fine type, and the bidders are instructed to execute the proposals in triplicate. A fourth blank with a fifth document giving detailed instruction is thrown in for good measure. The mailing list from which this request for proposals is sent out carries 300 names of firms supplying the kind of article wanted.

Under the usual practice, the manufacturer states, he will later receive a tabulation of the bids, with information as to who the lucky bidder is. The article asked for is one copper gasket, not special, the price of which, right off the shelf, in any city in the country, is 58 cents.

No Wonder Taxes Are High

In clerical work, paper, cost of carriage by mail, etc., not to mention wear and tear on the recipients of the proposal, the government is spending probably $50 to get this 58-cent article. "Certainly," writes this manufacturer, "it is about time for the government to revise its business methods. Perhaps President-elect Harding will get into it—unless the thing is all bound round with a tape of precedent until you could not break it with a jimmy and burglar tools." Certainly so much technicality in connection with a 58-cent purchase, accompanied by so much prodigality in expending hundreds of millions, as illustrated in the operations of the U. S. Shipping Board now being revealed to the public eye, would be amusing—if it were not tragic.

F. J. COAKLEY HONORED US, TOO

An interesting recent visitor in the western field was F. J. Coakley, secretary and manager of sales for the Samson Cordage Works of Boston, Mass.

Mr. Coakley is a keenly anticipated periodical visitor to the West, and he conferred with the buyers in all the centers as well as at all offices of John T. Rowntree, Inc., representatives of the Samson Cordage Works in the western territory.

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Converse Tires

"Compression Tread; what's that?"

The rounded tread of the ordinary tire spreads and stretches under the weight of the car. Stretched rubber is easily cut and worn away.

The flat tread of the Converse tire is so constructed that under car-weight the rubber is compressed from the sides in toward the center of the tread. This gives it extra toughness and concentrated elasticity better to resist road wear. This explains the extra mileage of the Converse "Compression Tread."

Every month motorists are reading, in the Saturday Evening Post, Motor Life and Vanity Fair the convincing story of the Converse "Compression Tread"—they are learning the sound, scientific reasons for its exceptional resistance to wear and cuts.

You will find us a comfortable house-to-do-business-with. Our "Dealer-first" sales policy will appeal to you. Send for free booklet—"Dividends for Dealers."

CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

Service Branches:

New York—300 Amsterdam Avenue
Chicago—618-626 W. Jackson Boulevard
Boston—801 Boylston Street

Exclusive Distributors:

Nash Hardware Co., Fort Worth, Texas

McGowin-Lyons Hardware & Supply Co., Mobile, Ala.

Sloss & Brittain, 77 Beale Street, San Francisco, Cal.

Stauffer, Eshleman & Co., New Orleans, La.

Failing, McCalman Co., Portland, Oregon

Stowe-Shaw Rubber Co., 1319 S. Figueroa St., Los Angeles, Cal.

Charles A. Shaeffer, 7 West 19th St., Kansas City, Mo.



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CAN YOU THINK AHEAD OF THE BOSS?

A young man who has made a most spectacular success in less than a dozen years, and who is holding one of the most responsible positions in the country, says he always tried to figure out in advance what the boss was going to want so as to have it ready for him when he asked for it.

After all, isn't that a pretty good principle for all of us to work on?

To do our work without being told—to do more than we are told to do, or even more than we are supposed to do—these are the fruits of initiative, and business always has a prize for the man who brings imagination and initiative to his work.

This is just as true whether you are working for a corporation under the immediate supervision of a superior officer or if you are working for the only real boss, the public.

The successful merchant must anticipate the wants of the public and have everything ready for them when they ask for it. Many of them fail to recognize these wants even after they are fully developed, but to such the public gives small heed, which is their just due.

Thinking ahead sometimes results in mistakes, but after all, a mistake isn't such an awful calamity. It at least shows that you have tried, and it is often a mighty good lesson, and cheap at half the price. The only folks who don't make mistakes are those who don't do anything or attempt anything.

No employer fails to appreciate and reward the young man who thinks for himself. He knows that nothing can be accomplished that has not first been born in a man's imagination and thought. It seems to me that we could accomplish more if we only dared to think that we could. We can never exceed the mental limitations we have placed upon ourselves.

The young man who takes himself and his work seriously enough to think about them is one of the best assets of any industry. He isn't handicapped by any self-imposed limitations and he isn't afraid to work too hard or too long, for he is impelled by an overpowering ambition to succeed.

Almost as deplorable as the other extreme of self-conceit is self-disparagement, and more surely derogatory and hampering it is to personal success. Never, neither openly nor secretly, derogate your own powers or abilities. Learn, on the contrary, to think well of yourself, to believe in your own latent capacities, and to respect your individual, God-given rights and titles to success and happiness in life and all the good things which these two terms suggest. Thus only can you become as a magnet toward the things you desire; thus only will you cease to be dull and inefficient in your efforts and become capable—able to achieve and accomplish the cherished desires of your heart. Be kind to yourself—cultivate confidence in your own ability to win. If you have no confidence in yourself, how in the world can you reasonably expect other to have?

TAKE YOUR CAR ON BROADWAY

For thirty-five years Patrick O'Conner served in the dual capacity of driver and conductor on one of the quaint little horse cars that lingered on one of the cross streets of lower New York long after electricity had superseded both horses and cable on the main lines. Pat's route was on Chambers Street, where traffic was never heavy and for many years his daily receipts never varied more than a few nickles above or below three dollars.

One day Pat was retired on a pension and a green man, Ike Levinsky by name, was given the same old horse car and the same old run.

The first day Levinsky's receipts were $3.25.

The second day he turned in $6.85.

The third day receipts totaled $14.90, and the fourth day, $19.20.

The superintendent had been watching the daily report sheet with growing amazement.

"For the luvva Mike," he exclaimed when he saw the $19.20 figure, "send Levinsky here."

With a sheepish grin, standing first on one foot and then on the other, Levinsky appeared before him. "Where did you get all this money, Levinsky?" he asked.

"Vull, Ol tell ya," said Levinsky. "On de Chembers Strit few mens rides," he explained apologetically, "ven busnitz iss badit I dakes mine gar on de Brodevay."

Levinsky had the right idea. If he remained in the street car business he probably owns a line of his own.

The Way to Get Business Is to Go After It

It won't come to you. You may say that a store is not as easy to move as a street car. Don't you believe it! You can move your place of business all over the map until every man, woman and child knows you, and your service sees them right in their homes, at their offices, and at the movies.

There Is No Secret of Success in Modern Business

Unless it may be advertising and then it can't very well be called a secret because it's a widely known and acknowledged fact. But you must remember that real advertising means much more than an occasional formal notice in the newspapers.

It means live, interesting copy frequently changed. It means attractive lanterns slides at the movies, circularizing your prospects and attractive window displays.

Some auto accessories are bought, more are sold, and the man whose business is increasing is usually the man who is selling his goods. He "takes his car over on Broadway."

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CLAIMING THE BRIDE

According to Indian tradition, the choice of a bride is final and irrevocable. Both lives are united for all time. Frequently buried alive with the warrior's weapons, the squaw passes on with her brave to the Happy Hunting Ground.

Every successful business enterprise must be likewise whole hearted. The tire you choose to handle must be worthy of your faith. And it must be yours to keep.

Particularly significant is the Standard Four guarantee of exclusive and permanent distributor and dealer territorial rights, free from factory domination. Your business is permanently yours. And Standard Four field sales and advertising co-operation is exceptionally thorough going.



Write for details.

Dept. T **STANDARD FOUR TIRE CO.** Keokuk, Iowa

BRANCHES AT

INDIANAPOLIS, IND. 245 N. Penn St.
LOS ANGELES, CAL. 342 W. Pico St.
ATLANTA, GA. 2 Courtland St.
DENVER, COL. 1700 15th St.

Standard Four Tires

"Chief of the Tire Tribe"

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Training for Efficiency—A Hard Job

SEVERAL years ago when I had just been promoted to my first real job, I called on a business friend of mine. He is a wise and experienced handler of men; I asked him what suggestion he could make about executive responsibility, writes Bruce Barton.

"You are about to make a great discovery," he said. "Within a week or two you will know why it is that executives grow gray and die before their time. You will have learned the bitter truth that there are no efficient people in the world."

I am still very far from admitting that he was right, but I know well enough what he meant. Every man knows who has ever been responsible for a piece of work, or had to meet a pay-roll.

Recently another friend of mine built a house. The money to build it represented a difficult period of savings on the part of himself and his wife; it meant overtime work and self-denial, and extra effort in behalf of a long cherished dream.

One day when the work was well along, he visited it, and saw a workman climbing a ladder to the roof with a little bunch of shingles in his hands.

"Look here," the foreman cried, "can't you carry a whole bunch of shingles?"

The workman regarded him sullenly.

"I suppose I could," he answered, "if I wanted to bull the job."

By "bull the job" he meant "do an honest day's work."

At ten o'clock one morning I met still another man in his office in New York. He was munching a sandwich and gulping a cup of coffee which his secretary had brought him.

"I had to work late last night," he said, "and meet a very early appointment this morning. My wife asked our maid to have breakfast a half hour early so that I might have a bite and still be here in time. When I came down to breakfast, the maid was still in bed."

She lives in his home, and eats, and is clothed by means of money which his brain provides; but she has no interest in his success, no care whatever except to do the minimum of work.

"The real trouble with the world today is a moral trouble," said a thoughtful man recently. "A large proportion of its people have lost all conception of what it means to render an adequate service in return for the wages they are paid."

He is a generous man. On almost any sort of question his sympathies are likely to be with labor, and so are mine. I am glad that men work shorter hours than they used to, and in certain instances I think the hours should be even shorter. I am glad they are paid higher wages, and hope they may earn still more.

But there are times when my sympathy goes out to those in whose behalf no voice is ever raised—to the executives in the world, whose hours are limited only by the limit of their physical and mental endurance, who carry not merely the load of their own work, but the heart-breaking load of carelessness and stolid indifference in so many of the folks whom they employ.

Perhaps the most successful executive in history was the centurion of the Bible.

"For I am a man under authority, having soldiers under me," he said. "And I say to this man, go, and he goeth; and to another, come, and he cometh; and to my servant, do this, and he doeth it."

Marvelous man!

The modern executive also says "Go," and too often the man who should have gone will appear a day or two later and explain, "I didn't understand what you meant." He says "Come," and at the appointed time his telephone rings and a voice speaks saying: "I overslept and will be there in about three quarters of an hour."

A SOAPORIFEROUS WHEEZE

Someone perpetrated the following gem at a gathering of hardware men:

"Soap is an article used at the present day with water, by some people. There was a time when we could use whiskey with water, but why revive sad memories? Soap was discovered by a man, whose wife's first name was 'Sofia.'

"There are two kinds of soap, namely, laundry and toilet soap, the former being used in some laundries. Adam and Eve used toilet soap, but had no use whatever for laundry soap. Had a hardware dealer lived during the time of Adam and Eve he would in all probability have a rotten idea of the laundry possibilities.

"Soap is considered very useful while taking a bath; that is, by those who take baths.

"As the old saying is, 'You can lead a Bolshevik to water, but you can't make him take a bath.'

"One of the principal ingredients of soap is 'lye.' Lie is also another thing used by married men quite frequent for the purpose of misinforming their wives.

"A by-product of soap is the soapbox orator, the box and the lie being the only thing they use.

"Some people say, 'While there's life, there's hope,' but I say, 'While there's lye, there's soap.'

"Soft soap is another article used when you desire a personal favor from someone.

"Cleanliness is next to godliness, so long live soap, at least let us soap so."

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Start Now Selling

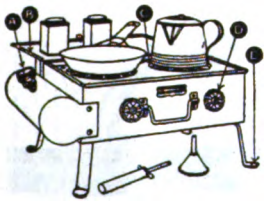
KAMP-KOOK KIT

THERE is no closed season for this popular camp stove. In summer the campers and motorists buy it. In winter the hunters and trappers buy it. Truly it is an all-year-round specialty.

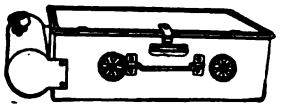
Auto-Kamp-Kook-Kit burns gasoline —same grade you use in your car— gives steady hot blue flame that a thirty-mile wind will not blow out. Folds up like a suitcase with all equipment inside. Light, compact, and efficient.

If your stock is depleted, reorder at once. Display them prominently.

Get the business that is rightfully yours.



Two Burner Kit Open



Two Burner Kit Closed

The two burner kit, illustrated, including coffee pot, fry pan, condiment can, pump and funnel, for $17.50.

Made also in one burner size at $10.00 Four party suitcase outfit, including complete equipment of cups, plates, knives, etc., for four persons, packed in handsome suitcase, retails at $45.00. Six party outfit, $47.50.

Write today for complete description and discounts

Prentiss-Wabers Stove Co.

18 Spring St., Wisconsin Rapids, Wisconsin

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BUY WHEN THE MARKET FAVORS YOU!

Special For March Delivery Only

TIRE COVERS



Button or Spring
No. 10H, all sizes, ea., 65c

UNLINED BRAKE SHOES



For Ford No. 2566H
Ea., 20c; hundred, $19.00

ROUND COPPER GASKETS



No. 25H, asstd., C, $3.00

KW LOCKSWITCH



For Ford
No. 27H, each.....$1.50

AUTO STORM APRON ROBE



For Ford
No. 28H, each.....$4.20

STEWART V-RAY SPARK PLUG



No. 11H, all sizes, ea., 30c

5-IN-1 VALVE TOOL



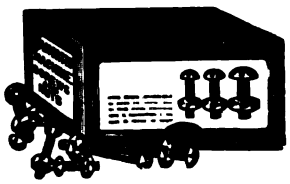
No. 18H, Tool Steel,
hundred ...$10.00

SPINDLE BODIES FOR FORD



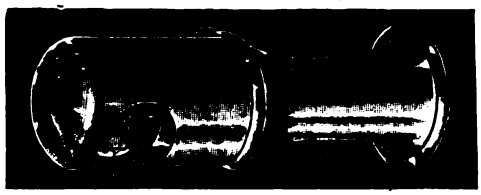
No. 2694, Left, ea., $1.05
No. 2695, Right, ea., $1.05

ROUND HEAD STOVE BOLTS AND NUTS



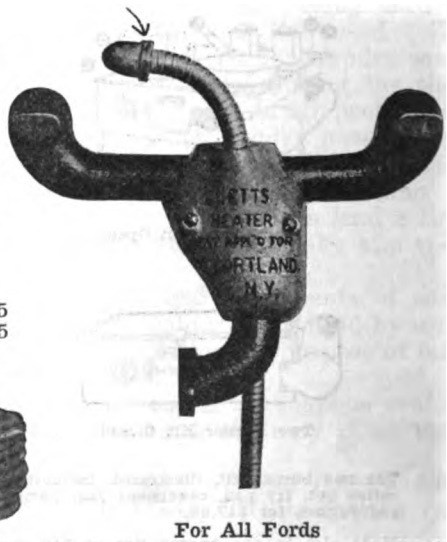
No. 294, ¼x¾", C, $0.45

SPEEDOMETER DASH LAMPS



No. 19H Flush Type, each.....$0.40
No. 20H Dash Type, each.....$0.40

"LETTS" CARBURETOR INTAKE HEATER



For All Fords
No. 30H, complete, each $1.05
(Note: No priming necessary)

"WAXIT" AUTO BODY POLISH



No. 13H 6-oz. size, each...$0.15
No. 14H 14-oz. size, each..$0.25
No. 15H Quart size, each..$0.40
No. 16H ½-gal. size, ea...$0.70
No. 17H 1 Gallon size, ea .$1.20

FLEXIBLE SPRING BUMPERS



For Ford
No. 21H 1½" Black, ea., $6.25
No. 22H 1½" Nic., ea. ..$7.25

BRAIDED PUMP TUBING



No. 23H 3-16" Braid, ft., $0.04
No. 24H ¼" Braid, ft., $0.05

Write for illustrated bulletin of 1000 Special Values.

E G Clearing House

250 W. 54th St.
NEW YORK, U. S. A.

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MERCHANDISE YOU NEED AT PRICES YOU CANNOT DUPLICATE!

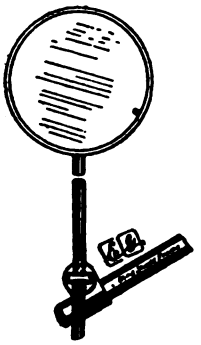
Special For March Delivery Only

BEVEL MIRRORS



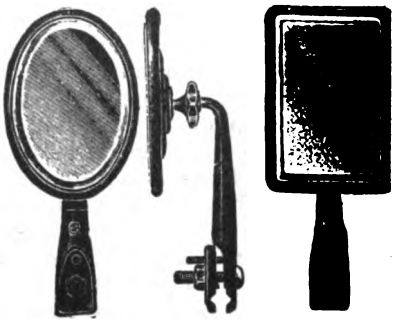
	Each
No. 31H 5" Bevel Shield	$1.20
No. 32H 5" Bevel Fender	$1.10
No. 33H 5" Dim. Fender	$ .75
No. 34H 6" Flat Truck	$1.10

FLAT MIRRORS



	Each
No. 39H 4" Flat	$ .38
No. 40H 5" Flat	$ .58

OVAL AND SQUARE MIRRORS



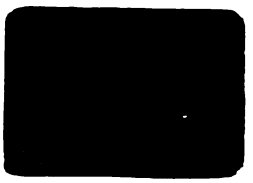
	Each
No. 46H 4x6 Oval	$1.25
No. 47H 4x6 Square	$1.25
No. 48H 15x12¼ Interior	$1.25

CLAMERT LENS



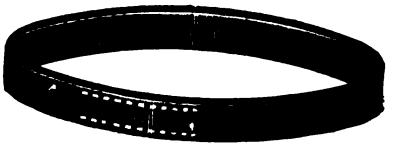
No. 35H All Sizes (Except Ford), pair ..... $ .60

EG RUNNING BOARD MAT



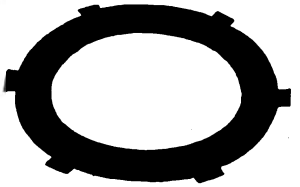
No. 41H, each 40c; 100 .... $35.00

FAN BELTS FOR FORDS



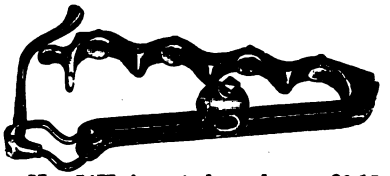
No. 49H Chrome Leather, 1916, per hundred ... $13.00
No. 50H Chrome Leather, 1917, per hundred ... $15.00
No. 51H Fabric, 1916, hun. $11.00
No. 52H Fabric, 1917, hun. $13.00
No. 53H Latego and Fabric, 1916, per hundred ... $12.50

WOVEN CLUTCH FACINGS



No. 42H, size 8⅜x6⅜", ea. $0.15
No. 43H, size 15¼x11⅛", ea., 0.16
No. 44H, size 17¼x13¼", ea., $0.17

"BAER" TOP BOW REST



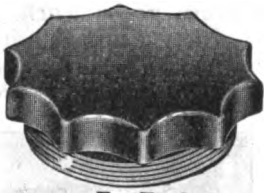
No. 54H Assorted, each $0.15

CONAPHORE LENS



Novial or Amber Glass
No. 36H, all sizes, pr., 95c

BLACK RADIATOR CAP



For Ford
No. 45H, each, 10c, hundred $9.00

RED HEAD PRIMING PLUGS



No. 55H, all sizes, ea., 67c

"STANDARD" GREASE CUPS



⅛" size
Fig. 000
No. 56H, ea., $.04
Plain Steel

E. G. CHANNEL BUMPERS



Adjustable Type

	Each
No. 37H, 2" Chan.	$4.75
No. 38H, 2½" Chan.	5.25

BALL CUP RACES



For Ford

No. 2804H, per C	$4.75
No. 2805H, per C	$9.50

PISTON RINGS



For Ford
No. 3023H, 3¾x¼" ea., 10c; C ... $8.50

Write for illustrated bulletin of 1000 Special Values.

EG Clearing House

250 W. 54th St.
NEW YORK, U. S. A.

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Economy in Handling Paint and Oil

(By F. A. Bean, Consulting Engineer, Wayne Oil Tank and Pump Company)



The handling of paint oils by the hardware merchant has become as much a part of his business as that of selling nails, hammers and the various other articles which go to make up his stock. Considered from a standpoint of turnover, there is probably few other commodities carried by him which when properly handled will show a greater profit and there is probably no other item, which, in the majority of cases, is handled by him as inefficiently, in such a wasteful manner and with such complete disregard for all laws of safety.

This department of the hardware store—and it is a department—should be operated as systematically and be as clean and safe as any of the other departments. The reverse conditions, however, generally prevail.

Paint oils are usually to be found in barrels (often of wood) in a shed back of the store or in the darkest corner of the cellar. The oils themselves are drawn by running up and down the stairs or out of doors every time a sale is made. This loss of labor is not less than 2%. The old-time spigot or a cheap faucet is used and the leakage of these devices alone will in some instances pay the interest on a modern storage system.

For example a faucet leaking two drops a minute will cause a loss of 16½ gallons a year. At 50 cents per gallon it amounts to $8.25. Assuming the selling price to be 75 cents per gallon it represents the profits on 33 gallons of this oil.

If this leakage was a continuous stream 1-32 of an inch in diameter, the loss in a year from the most viscous of our paint oils would be more than 2000 times as great, or over $16,000.00.

The evaporation causing the formation of "foots and fats" and congealing of the liquid from open bungs will cause a loss equally as great as the faucet that leaks two drops a minute.

Another source of loss is the return of the containers not completely drained. Some engineers place this loss as high as 3%.

The average loss from leakage of wooden barrels has been ascertained to be about 4%.

Another source of loss is that from spillage due to serving in open measures. Again these measures are often inaccurate. This, of course, involves another loss which in some cases falls upon the dealer and in others upon the customer. A hardware man will place sawdust around the barrels to take up the spillage and then tell you it is there for the purpose of cleanliness alone, forgetting about the waste.

It can be readily seen that these losses alone will amount to from 12 to 15%. Very little oil is bought by the retailer in such a way that the price includes the barrel. Nearly all of the large marketing companies demand that these barrels be returned within a certain period of time (usually 30 days), after which a penalty is imposed. Practically every retailer suffers another loss through the non-return of these barrels.

It is a positively known fact that with some hardware concerns this department has been known to have made money and at the same time the losses from the above causes have been greater than the profits.

Some hardware merchants have suffered losses to such an extent that they have given up the handling of paint oils in bulk; and carry this stock in sealed cans only. These containers must be paid for and of course add to the price of the oil.

This method means another loss to the merchant. The householder is not going to buy a gallon when he wants a quart or a small bottle full. Neither is the painter or contractor going to buy in this manner and pay for the containers.

Paint oils in their containers waiting to be sold are worth a certain amount of money and should be just as carefully watched and checked as an equal amount of money in the cash drawer.

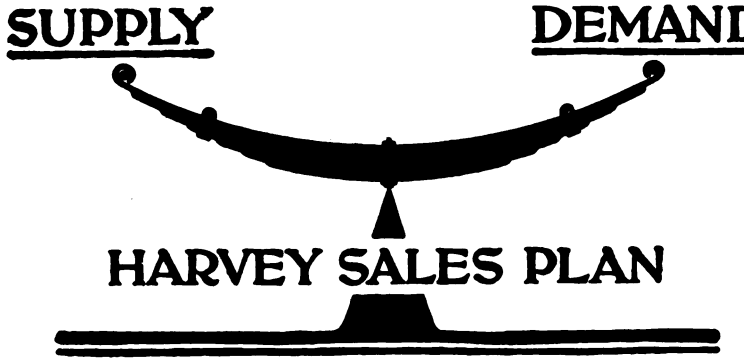
The present slip-shod methods of handling give no check on sales or accurate method of inventory.

If a customer wants a pound of nails, costing 15 cents a pound, they are carefully weighed, but if he wants a gallon of paint oil, valued at 75 cents, it is sold to him by a method that is largely guess work.

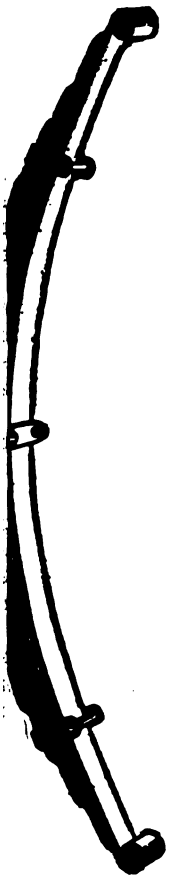
Fifty cents missing from the cash register will cause several hours' checking and rechecking to locate the error, but several gallons of



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Why Harvey Springs Insure Your Profits



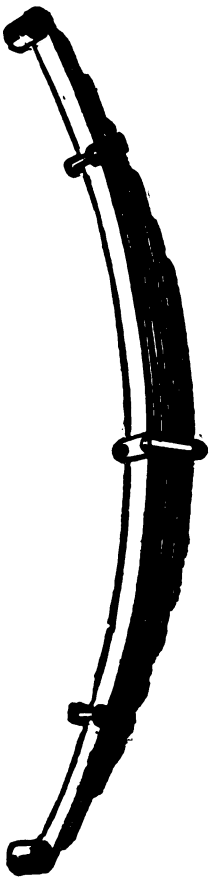
THE Harvey Sales Plan protects you against overstock of replacement springs, minimizes your investment and *Guarantees Your Profits.*

Why? Because it eliminates dead stock and insures quick turnover by keeping you supplied with replacement springs that are in demand *in your territory.*

Harvey quality brings repeat orders and builds good will.

The Harvey Sales Plan is as sound as Harvey Springs. It protects your profits just as surely as Harvey quality and the broad Harvey guarantee protect your customer and *you.*

For your own satisfaction and an unequalled opportunity for bigger profits in replacement springs, investigate the Harvey Plan *Today.*



A postal card or letter will bring you full details and the Harvey Book—a complete guide for ordering any of the 1500 Harvey Boltless Springs.

Harvey Spring & Forging Co.
1183 17th Street Racine, Wis.

Harvey
RACINE
BOLTLESS
AUTOMOBILE
SPRINGS
Easy Riding — Guaranteed

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paint oil with a value of many dollars lost through spillage, evaporation and by being returned in the containers is not considered.

Hammers, screw drivers, chisels, etc., are kept so that they will not tarnish or otherwise deteriorate in sales value, but the paint oil is allowed to suffer a maximum of deterioration.

All of the above articles are carefully counted for inventory, but the amount of paint oils on hand is guessed at.

Nor are these all of the losses, suffered by these slip-shod methods.

The fire insurance business of today has resolved itself largely into a series of merits and demerits which are based on how the business to be insured is conducted and these merits and demerits govern the rate to be paid by the insured.

It is a well known fact that the barrel method of storing and dispensing paint oils very materially raises the rate.

There is another angle to this fire hazard which is given little or no consideration by the merchant.

To better illustrate this, the writer wishes to quote as nearly as his memory will serve, the remarks recently made to him by one of the best known fire chiefs in the country.

What he said was in substance as follows:

"People must realize that the old days of firemen being employed merely to fight fires that have started are rapidly passing. Our principal duty today is to inspect properties and eliminate in so far as possible such hazards as might start the fire. It has been proven to fire prevention officials and the insurance men that this method will preserve more property and save more lives than the old tactics.

"When we inspect a store and find paint oils or other volatile liquids kept in wooden barrels or even steel barrels and sold from tin measures, we warn the merchant and try to get him to change his manner or place of storage and we make a record of the matter at headquarters. Unfortunately, we have no ordinance under which we can compel this man to change.

"However, if a fire breaks out in one of these stores, we will not send our men into the building, knowing that one of these barrels may explode and kill or injure them.

"You can see how these merchants deprive themselves of the protection which they believe they are entitled to, believe they are getting and are probably paying for. They also work a great injustice on their neighbor, for if the fire on their property gets beyond immediate control, the neighbor's property is also in danger."

It seems strange that a successful hardware merchant will pay taxes for the support of a fire department, pay a large premium for his fire insurance policy, equip his store with fire extinguishers and then deliberately create and maintain a hazard of this type in his cellar or at his back door.

It would seem that one of the strongest arguments against the prevailing method is that large manufacturing plants, and railroads who have the engineering talent and the opportunity to investigate the losses and hazards connected with the handling of these commodities are annually spending large sums for the construction of oil and paint houses equipped with modern storage and handling systems, or are installing the systems in such parts of the plant as are most practical.

The modern system consists of an air tight properly vented tank, which may be installed either in the basement or in the sales room.

There is no leakage, evaporation, oxidation or other deterioration by formation of "foots and fats" to paint oils kept in this class of container. They are approved by insurance men and fire chiefs.

They are equipped with a manhole, barrel track and barrel hoist by means of which a barrel can be completely emptied with comparatively no labor and the barrel returned immediately for full credit.

The paint oils are dispensed through a self-measuring pump located either on the tank in the salesroom or on the floor of the salesroom, if the storage is in the basement.

These pumps measure accurately just the quantity that the customer wants directly into the customer's container. They will measure accurately either a predetermined quantity or a container may be filled and the value in money determined immediately from the computing chart on the pump. There is no dirt and no waste from spillage.

Every drop drawn is accurately recorded on a meter and the gage is a perpetual inventory of what is in stock and a check on the amount received in new barrels.

There is positively no guess work, no waste of stock or labor and no fire hazard. At the same time valuable floor space is actually conserved by the installation of this equipment.

The argument of merchants handling paint oils is that their volume of this business will not warrant the expense of purchasing this equipment.

This is because they do not realize their losses. The equipment is not costly and the losses retrieved will pay for the equipment in a short time.

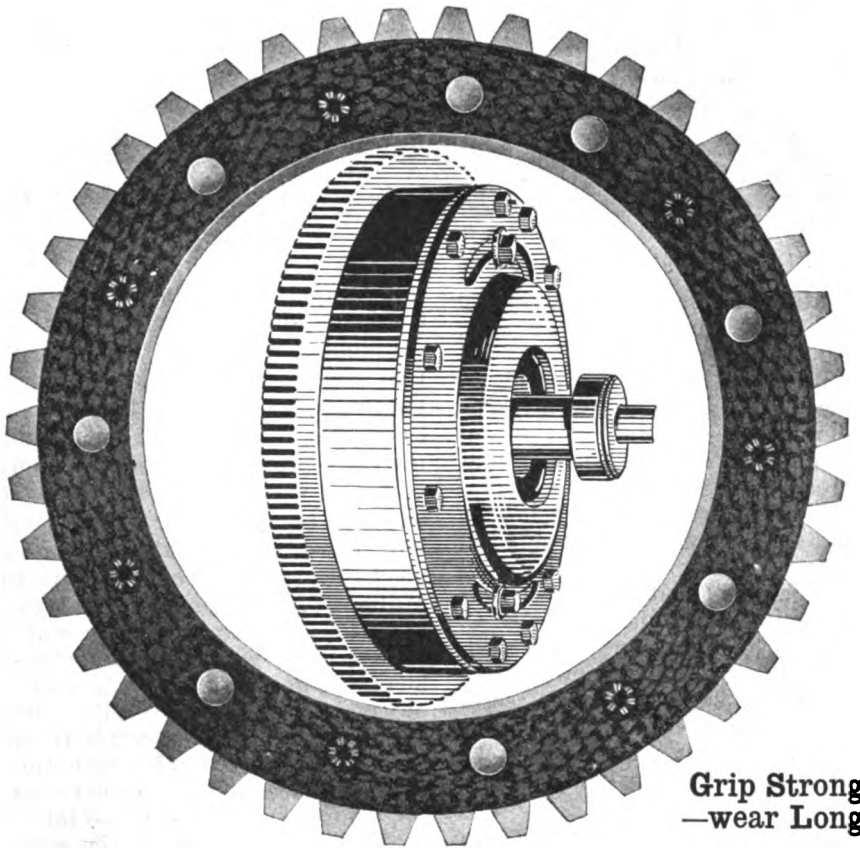
It is never an expense, it is an investment which will return an extremely high rate of interest.

An auto driver, of all men, should blow his own horn.

Harris & Curtis of Taft, Cal., have moved their stock into a new building, and are now materially adding to their line of hardware, sporting goods, house-furnishings, etc.

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RUSCO
CLUTCH FACINGS



Grip Strongest
—wear Longest

—on a famous clutch

Here is a clutch noted for its simplicity, ease of adjustment and ability to do its work all the time.

Of course, the makers' good judgment tells them that only clutch facings of recognized stamina and endurance are suitable for their product. So they chose RUSCO Clutch Facings, because the weave, density and unformity give maximum resistance to wear, heat and oil.

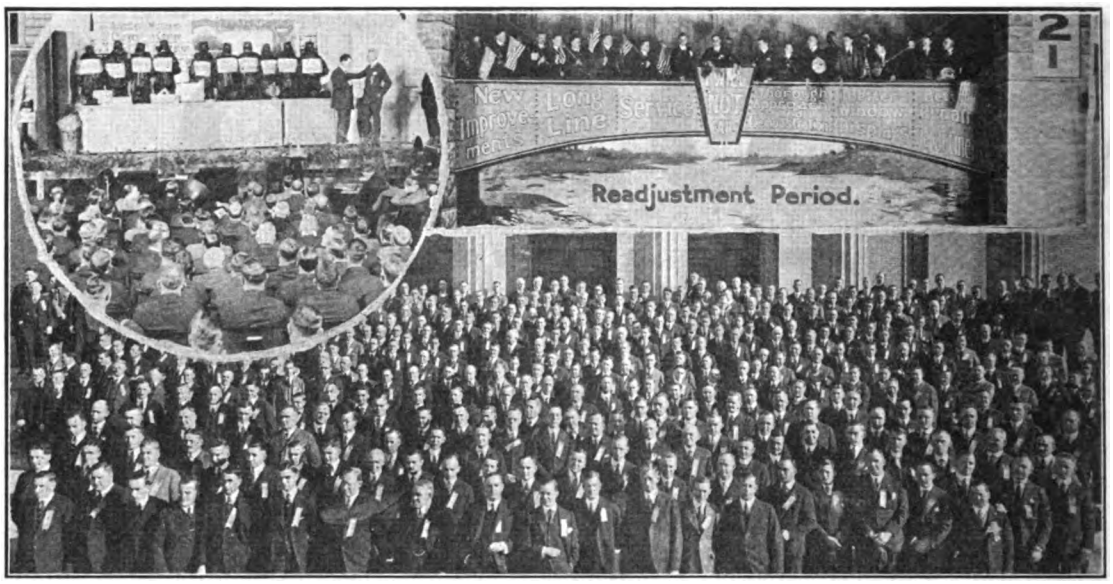
RUSCO is a fine clutch facing that nets you a real profit. Recommend it with confidence

THE RUSSELL MANUFACTURING COMPANY
519 Russell Avenue, Middletown, Conn.

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Atlanta, 60 S. Forsyth St.
Branch Offices:
Chicago, 1438 Michigan Ave.
Detroit, 162 Jefferson Ave. E.

Western Representative: JOHN T. ROWNTREE, INC., Los Angeles, Cal.
San Francisco Seattle Salt Lake City Denver Portland, Ore. Mexico City

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HUNDRED PER CENTERS LEARN HOW

"WE are optimistic, but we are going to back up that optimism with safe, sound, business judgment."

This statement, made by J. H. Barringer, first vice president of The National Cash Register Company, sounded the key note of the convention of the Hundred Per Cent Club of that organization. More than 800 sales representatives from every big town and city in the United States and Canada were in attendance.

"Things are getting back to normal," continued Mr. Barringer. "Good, hard work is needed to bring about better business." B. C. Forbes, in his talk on business conditions, said, "Almost every fundamental condition in this country is making for sound, healthy, solid prosperity." Mr. Forbes predicted that money will very shortly get cheaper, and that ninety per cent of our financial and industrial troubles have passed.

The convention was called to study the problems of merchants, and how to meet them. Considerable time was devoted to discussions on store systems and service to merchants. Representatives from several large stores were present, and told of systems used in their establishments, and the results obtained. Many valuable things were learned at the meeting that will enable the salesmen to be of greater service to merchants than ever before. Two new models of cash registers were also announced.

C. E. Steffey, general sales manager, declared that "the changing conditions which we have been passing through are like an acid test. We will be all the better for having passed through them. Business in 1921 will be better than it was in 1920. All that is necessary is to be on the job earlier, work longer, and produce more."

Although John H. Patterson, president of the company, was in Europe studying conditions, his ideals and methods were in evidence throughout the week. This was the first important meeting of sales representatives that Mr. Patterson has missed. However, the following cablegram was received from him, and read to the convention at the final session:

"The world's business is in trouble. Some nations cannot sell their surplus of agriculture, industries and minerals. Other nations greatly need them. Plenty of idle ships to carry them. Millions of people out of employment. Nations are still spending money for war, like drunken sailors. The world's business has no directing head. It needs an association of nations whose object is to do good to all people; to stop war and fight with brains, not with bullets; to stop bolshevism; to extend international credit; to prevent disease. Civilization is at stake. Wake up, America, before it is too late!"

F. B. Patterson, third vice president and secretary of the company, enthused his hearers by stating his father's ideas and policies would always be carried out. He urged the convention members to take for themselves the motto: "I will not fail!"

Behold, the Brilliant, Shining Bootblack

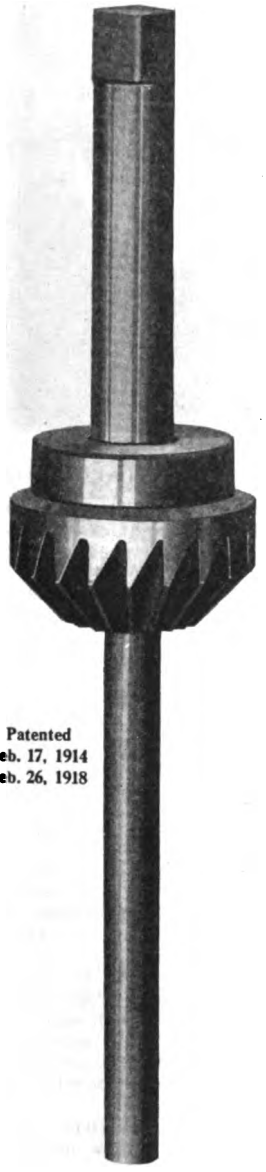
One of the greatest object lessons of the entire week was given when J. H. Barringer used the company's bootblack to distinctly emphasize a big selling idea to the men.

Several salesmen had complained it was impossible to secure their quota of business from their territories—that they needed new ones. Then Mr. Barringer leaped to the stage.

"I'm going to stop this convention to get a shoe shine," he shouted. "Call in the bootblack."

Everyone gasped in astonishment. It had

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Patented
Feb. 17, 1914
Feb. 26, 1918

SIOUX REAMER

For accurate, quick work in re-seating valves, there is none better than the Sioux Reamer.

All Sioux Tools are Standard

The Sioux Standard of Tool excellence has come to be a shop byword.

If you want the best demand the Sioux.

Sioux merit and Sioux guarantee backs up every Sioux tool.

Sold by All Live Jobbers

Albertson & Company
Sioux City, Iowa

SIOUX
Trade Mark Reg U.S. Patent Office

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previously been stated that the convention was costing the company $250 per minute.

When the busy little shine artist had finished his work, Barringer told the story of three bootblacks. Two of them had been hired before the present man came on the job. They failed to make the $4.00 per day guaranteed by the company.

"But this bootblack," he continued, "with no more prospective customers than the others had, with no more territory to cover, makes more sales—and earns three times as much money as the others did.

"Gentlemen," he concluded, "it's not the territory that counts—it's the man!"

Ideas in Dramatic Form

The meetings are unusual, in that all ideas were dramatized and presented in the form of plays and pageants. President John H. Patterson has always been an earnest advocate of teaching through the eye. The most spectacular feature was reserved for the close of the convention. When the curtain on the stage rolled back for the last time, the stage setting showed a stream representing the readjustment period.

"How are we going to get across in 1921?" asked Mr. Barringer.

"I'll show you how," replied F. B. Patterson, as he leaped to the stage and pulled a lever. Immediately the leaves of a draw-span bridge were lowered, the bridge representing the things learned at the convention.

NEEDED BY FORD OWNERS

Attention is directed to the announcement of the Tungsten Mfg. Co., who are now placing on the market their All-In-One Radius Rod and Support, which fits all models of Fords, both passenger cars and trucks.

This radius rod and support is made of four pieces of heavy steel tubing, welded into one solid piece, the ball being forged out of the tubing, making an absolutely rigid one-piece support for the front axle, keeping it at the proper angle, making it easier to steer and steadying the steering wheel itself.

It absolutely prevents danger of accident through breakage, a frequent occurence with the ordinary rod.

The only replacement rod and support that will work with equal satisfaction on all models. It holds the car in the road, prevents axle from buckling in making short, quick turns. Prevents excessive wear on front bearings and bushings.

The Tungsten Mfg. Co. will be glad to give full information to any of our readers upon request.

CHICAGO FLEXIBLE SHAFT'S TORONTO FACTORY

The manufacturing possibilities of the northern part of the North American continent as well as the promising trade conditions in Canada have led the Chicago Flexible Shaft Co. to open a factory in Toronto, where they will manufacture their flexible shaft products as well as their gas and oil furnaces and general hardware and heating specialties.

The main factory will continue at Roosevelt and Central Avenue, Chicago, with sales offices in New York, London and Sydney. In charge of the new Toronto factory will be L. F. Fitzpatrick, for a number of years associated with the Chicago factory and thus adequately prepared and endowed to assume his new responsibilities.



G. H. "LUBRIKO" GORING

There must be something contagious in handling lubricants. Grease on the axles has made many journey easier. So the man who spends his life distributing lubricants is in a way affected—he himself is easy-going and perfect in his movements.

Such a man is G. H. Goring, Pacific coast manager for the Lubriko Co., of Philadelphia, in charge of the western distribution of one of the highest grade lubricants on the market.

Of course we are not strictly accurate in hailing Mr. Goring with his own product as his middle name. Since we are at a loss for further information, we believe that our statement is not far from the truth. If we should guess at Mr. Goring's first name, we would say the "G. H." stood for "Good Hearted" or "Great Hustler." Either of these titles would be equally applicable.

Mr. Goring does not go before the western trade as a novice. For many years he was with the Westinghouse Co., in their Canadian office, and he thoroughly knows the trade, the buyers, and the salesmen of the West.

As the trade well knows, the Lubriko greases are made to resist temperatures of over 200 degrees and are among the highest grade non-mineral greases on the market. The very fact that such institutions as the Baker, Hamilton & Pacific Co. and the Ernst Hardware Co. handle the line is recommendation enough for the products.

Mr. Goring maintains offices in the L. C. Smith Building, Seattle, and branch offices in the London Building, Vancouver, B. C., and the Haslett Warehouse in San Francisco.

Harry G. Cormick, a well known hardware merchant and who served as president of the Illinois Retail Hardware Dealers Association, as well as the National Hardware Association, passed away at his home in Centralia, Illinois, recently.

Mr. Cormick was prominent in every movement which made, not only for the upbuilding of the hardware trade, but contributed to the welfare of his community generally. His passing will be learned with regret by his many friends in Illinois and the adjoining states, with whom he was personally acquainted.

The Central Hardware Co., Hollywood, Cal., report an excellent business thus far, and are adding to their line of hardware, housefurnishings, electrical appliances, accessories and toys, in anticipation of a busy year.

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Needed by Every Ford Owner



Display It—You Sell It

Fits Every Model Ford

Both Passenger Car and Truck

Made from four pieces of heavy steel tubing, welded into one solid piece, the ball being forged out of the tubing, making an absolutely rigid one-piece support for the front axle, keeping it at the proper angle, making it easier to steer and steadying the steering wheel itself.

The Only Replacement Rod and Support That Will Work With Equal Satisfaction on ALL Models

Holds the Car in the Road and Prevents the Axle From Buckling When Making Short, Quick Turns

Prevents excessive wear on front bearings and bushings.

If you want to be convinced

Ask Your Jobber — He Knows

TUNGSTEN MANUFACTURING COMPANY

Automobile Specialties

MARSHALLTOWN - - - - IOWA

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SELLING HARDWARE IN THREE LANGUAGES

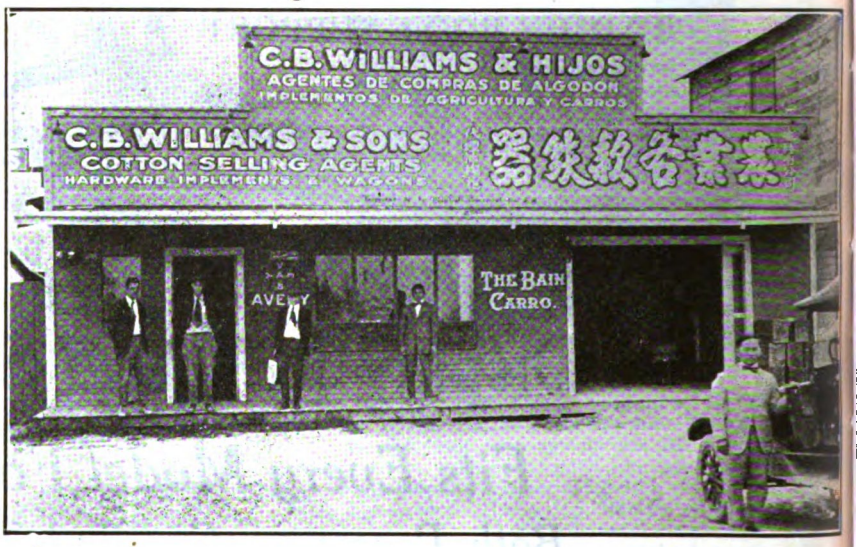
C. B. Williams & Sons at Calexico, doubtless encounter a problem that is unique to hardware merchants in the world. Calexico is situated on the boundary line with Mexico and merges into the town of Mexicali, Mexico. Half the store is in Mexico and the other half in the United States.

Since the Chinese on Mexican ranches in Lower California cannot cross the boundary line, C. B. Williams & Sons fitted their building to give proper light and advantages for display of cotton samples and they have the only cotton selling sample room in Mexicali.

C. B. Williams, founder of the business, spends much of his time among his good friends and customers, and Chinese and Mexicans. He is looked upon as a father; in fact he is the official representative of the Chinese and Mexican population in securing diplomatic privileges for them in their travels and labors. Paul E. Williams, son of the founder, has charge of the cotton selling end of the business and handles many thousands of bales of cotton for the Williams customers. Another son, Zar I. Williams, is in charge of the hardware and implement department.

An interesting feature of the business is of course the Chinese sales force, catering to their Chinese customers. Three Chinese clerks are employed, Frank Chong, Gee Kai and Ng Sing. Mr. Chong has been with the company for several years and is chief assistant. He explains to the Chinese ranchers the grades of cotton they have for sale, and the prices offered for same. In case they desire to sell at the bid, he must get a signed permission of the growers. Mr. Chong's assistants are especially occupied in the hardware and implement department.





HOW TO HANDLE THE DISSATISFIED CUSTOMER

When a customer flies off the handle, becomes unreasonable, sarcastic, peeved, and downright mean—listen patiently to his tale of woe.

At this particular point, opposition is the worst thing in the world.

After he has had his say—and not until after—show sympathy by the tactful appreciation of his troubles.

Put yourself in his place. Try to see the matter as he sees it. Talk to him from his viewpoint.

You'll be surprised to see how quickly he ceases to look upon you as an enemy and sees in you—a friend.

You'll be surprised to see how quickly he regrets his grouch and apologizes to you for his hasty words.

Truly, "the soft answer turneth away wrath"!

Nothing will disarm an angry person quicker than a spirit of sympathetic understanding. Try it!

THINKING

If you think you are beaten, you are;
  If you think you dare not, you don't;
If you'd like to win, but think you can't
  It's almost a cinch you won't.

If you think you'll lose, you're lost,
  For out of the world we find
Success begins with a fellow's will—
  It's all in the state of mind.

If you think you are outclassed, you are;
  You've got to think high to rise;
You've got to be sure of yourself before
  You can ever win a prize.

Life's battles don't always go
  To the stronger or faster man,
But sooner or later the man who wins
  Is the one who THINKS he can.

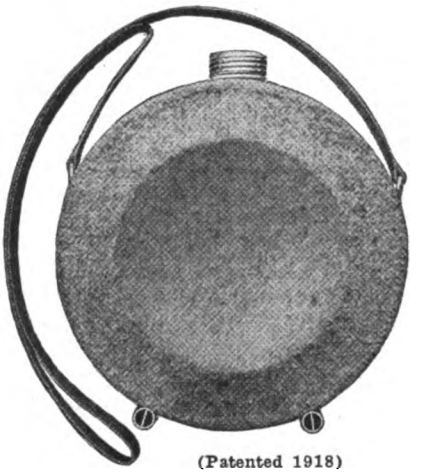
The Mine Supply & Hardware Co. of Globe, Ariz., have elected the following officers: F. A. Woodward, president; H. H. Pratt, vice president: W. A. Sullivan, secretary and treasurer, and J. J. Keengan and P. P. Greer, directors.

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Bear Brand Canteens

Perfectly balanced on the carrying strap.

Heavy blanket cover.



(Patented 1918)

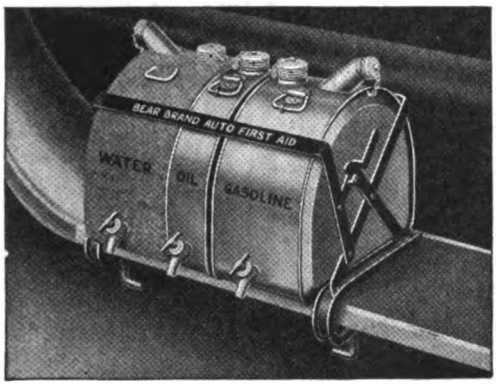
Double bottom forms legs.

Invisible stitches.

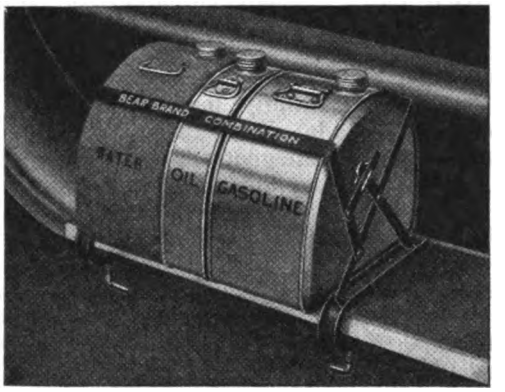
The Perfect Canteen

Those who have sold BEAR BRAND Canteens will handle no other. Those who have not are expressing their appreciation of a superior article by specifying them this year.

Carried by leading jobbers. The cost is no more.



No. 50 "First Aid" Set



No B "Combination"

Look at the all steel Carrier—No "give"—No rattle—No wear-out. Yet easy to operate. Lift the latch and the front bar drops down.

Send for folder and see the full line.

Woolwine Metal Products Company

Eighth Street & Santa Fe Ave., Los Angeles, California

SALES OFFICES

Omer Cox, Postal Telegraph Building, San Francisco
Strimple & Cox.....L. C. Smith Building, Seattle
Strimple & Cox..Corbett Building, Portland, Oregon
Jones & Cox.....Newhouse Building, Salt Lake City
Taylor, Youngs & Cox, 426 Temple Court Building, Denver
Sands & Cox...San Fernando Building, Los Angeles
Dan M. Bell, 222 Slaughter Building, Dallas, Texas

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EARL JONES VISITING FACTORIES

Earl Jones, vice president and congenial, enterprising representative of the A. C. Riddell Co., is on a three months' tour of the East, covering the entire western territory for the Riddell organization en route.

During his visit Mr. Jones will call on the factories the Riddell Co. represent as manufacturers' agents. He will at the same time make a general survey of manufacturing and transportation conditions so that he may have the latest news from centers of production for his customers among the buyers throughout the West.

At a recent meeting of the A. C. Riddell organization, Mr. Jones was elected vice president and A. C. Riddell, president. Permanent offices have been established at 413 Marvin Bldg., San Francisco, where Mr. Jones will make his headquarters.

The accounts and the interests of the A. C. Riddell Co. are growing rapidly both in number and in strength in just recognition of the enterprise and the thorough competence of the members of the organization.

GOODRICH GOLDEN ANNIVERSARY

This year is the golden anniversary of the establishment of the B. F. Goodrich Company at Akron, Ohio.

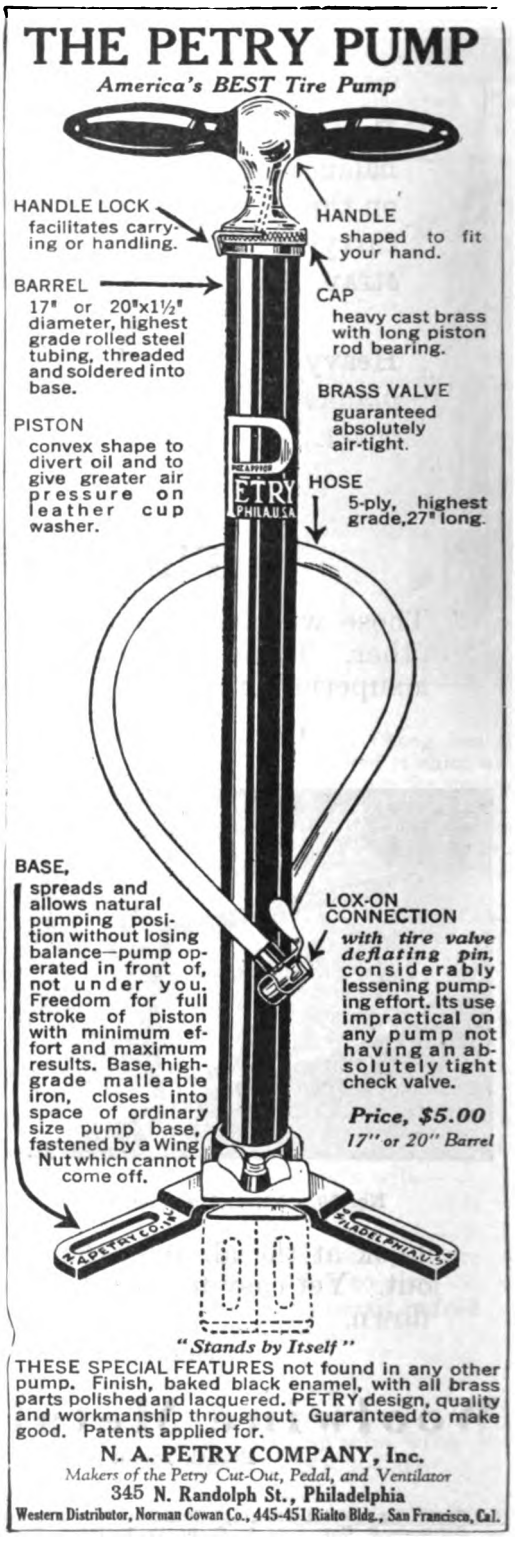
Fifty years ago Dr. Benjamin Franklin Goodrich built a small two-story factory in Akron on the banks of the Ohio Canal. At that time they called him a visionary, but above all he was a worker, trying to make his visions a reality, in fact wholly unlike many of our visionaries of today, he wanted to give value received and to make goods destined for service, this principle being ingrained into every part and everyone of this institution.

Living up to this creed made possible the Goodrich institution of the present day, which is an industrial city whose name everywhere stands for quality in products and good faith in dealings. Dr. Goodrich's aim has been fully justified and lived up to. It is everywhere apparent and recognized by all who have had dealings with this institution.

DISTRICT MEETING AT LEWISTON

Supplementing the recent hardware convention at Seattle as well as the Oregon convention at Portland, the enterprising merchants in the vicinity of Lewiston met around their own fireside, February 14-15. Since the Washington meeting has hitherto been held at Spokane and some of the Panhandle dealers could not take the long trip across the mountains to the coast, those members who did attend Seattle meeting thought the least they could do would be to pass on the good word to their fellows at a local meeting.

R. S. Erb of the Erb Hardware Co., was in general charge and expected over 200 merchants to attend the meeting. The outcome of this meeting should be that similar local meetings will be held at such points as Yakima, Wenatchee, Walla Walla, Boise, Tacoma, Baker, Eugene and Marshfield.



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Demand These Brands

"THEN YOU WIN"

The Modern Up to Date Jobber Catalogs and Sells These Lines

BOYLE MFG. CO., Makers, Boyco Brand Canteens, Automobile Service Units (Oil, Water, Gasoline), Luggage Carriers (with end gates), Camp Grids, Auto Creepers, Galvanized Tubs, Buckets and Pails, Sheet Steel Products.

BUDKE STAMPING CO., Makers, Budke O. K. or Acme Lock Stove Pipe, Elbows, Dripping Pans.

ABEGG & REINHOLD CO., INC., Makers, Nickel Alloy Sockets, Cold Chisels, Small Edge Cutting Tools.

F. O. BERG CO., Makers, "From Imported Scotch Woven Flax Duck" the Australian Kangaroo Brand Water Bags.

UNION TOOL CHEST CO., Makers, Carpenters' Machinists', Garage Tool Chests.

LUTHER GRINDER MFG. CO., Makers, Luther Tool Grinders, Abrasive Stones, Vises.

PLANET CO., Makers, Water-Tight Folding Canvas Automobile Pails, Buckets, Fishing Creels, Handy Baskets.

J. E. GILSON CO., Makers, Gilson Garden Tools, Hand Wheel Cultivators.

CONSOLIDATED WHIP CO., Makers, Buggy and Binder Whips, Stocks and Lashes.

O'KEEFE & MERRITT, Makers, Wire Camp Grids, Sheet Steel Camp Stoves.

If your Jobber cannot supply you, mail his name and address with your order to

THOS. M. GARDINER

"The Whip Man"

21 Sutter St., San Francisco, Cal., or 711 Walker Ave., Oakland, Cal.

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Manufacturer given first honors at Chicago Automobile Accessory Show.



THOMAS M. GARDINER

The automobile world was brought face to face with the fact that the West is fast becoming a center for automobile accessory manufacturers, when the Boyle Manufacturing Co., of 21 Sutter St., San Francisco and Los Angeles, was given unanimous approval and highest praise by many exhibitors for the large and artistic exhibit of their products, considered by many the prize-winner of the Automotive Equipment Association National Show, recently held in the Coliseum, Chicago.

The Boyle Manufacturing Co.'s exhibit was in charge of L. M. Boyle, vice president, Thomas M. Gardiner, San Francisco manager, Frank L. James, technical engineer, and Mrs. L. M. Boyle, hostess.

"PEP"

Vigor, vitality, vim and punch—
That's pep!
The courage to act on a sudden hunch—
That's pep!
The nerve to tackle the hardest thing,
With feet that climb, and hands that cling,
And a heart that never forgets to sing—
That's pep!

Sand and grit in a concrete base—
That's pep!
Friendly smile on an honest face—
That's pep!
The spirit that helps when another's down,
That knows how to scatter the blackest frown,
That loves its neighbor, and loves its town—
That's pep!

To say "I will"—for you know you can—
That's pep!
To look for the best in every man—
That's pep!
To meet each thundering knockout blow,
And come back with a laugh, because you know
You'll get the best of the whole darned show—
That's pep!

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The BEACON Flexible Spout Line

Carried by Jobbers Everywhere



Special Announcement

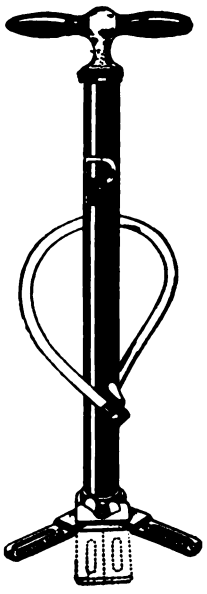
In response to numerous demands from the trade, we have just brought out an additional BEACON LINE of plain spout measure-funnels and measures.

Write for complete information.

MOOERS-WRIGHT CO., 1400 Broadway, New York

Represented by SPRAKE SALES CO., Inc. Offices at:
Los Angeles.....822 Higgins Bldg. Portland ....633 Ry. Exchange Bldg.
San Francisco.....525 Market St. Denver.....304 Charles Bldg.

PETRY TIRE PUMP ON MARKET



The new Petry Tire Pump has just been placed on the market by the H. A. Petry Co., Inc., of Philadelphia.

The Petry Pump is radically different from any other hand tire pump. It has been designed to pump easier and to fill a tire quicker than any other pump, and its graceful lines and high finish give it a most stylish appearance, which will appeal to the motorist and trade alike.

Of the five distinct features—the spreading foot base has aroused the most interest. This places the pump sufficiently away from the motorist to allow a natural pumping position. A full long stroke is possible without touching the body.

Equally important is the exclusive Petry valve. It is not merely "commerically" air tight—but is guaranteed to be absolutely air tight. This valve must resist factory test of an air pressure of 100 pounds under water. It has withstood a pressure of 150 pounds per inch.

The handle is especially designed for comfort and firmness in pumping and a lock holds the handle tee and plunger conveniently for packing and handling.

The piston is convex shaped to divert the lubricating oil to the sides of barrel.

The lox-on connection at the end of the hose with a tire valve deflating pin also lessens pumping effort and can be used only on a pump having an absolutely tight check valve. The deflating pin keeps the tire valve open and saves the pumper the effort necessary to unset the tire valve with each stroke. (Usually a 20-lb. pressure is required.)

The Petry pump is made complete at 328-334 Randolph Street, Philadelphia, and carries the usual Petry guarantee to make good. List price is $5.00 for 17-inch or 20-inch barrel, with attractive prices to the trade.

The Norman Cowan Co., San Francisco, and J. W. Vandegrift, Denver, are western representatives for Petry products.

PROFITS ON RAZOR BLADES

The Gillette Safety Razor Company of Boston is making a special appeal to the hardware trade to capitalize the possible profits involved in handling safety razors. It is pointed out that the dealer who sells safety razors can count on at least half his profit in steady repeat orders on blades.

We would call our readers' attention to the Gillette announcement elsewhere in this issue.

MY SLOGAN—"THE USE OF TRADE RHYMES, BRING YOUR PRODUCTS UP TO THE TIMES!" FOUR FOUR-LINE RHYMES $1.00—REEG-H.-THE-S.-RHYMER-GEER. 209 DYCKMAN ST., N. Y. CITY.

Martin Iverson and E. I. Perry are preparing to engage in the hardware and housefurnishing business at Tonasket, Wash.

The Cosner Hardware Co. is the new name of the Reinhard Hardware Co., Missoula, Mont., the change being only in name.

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give this a thought!

If you run your business as well as we build Empires, you are just the dealer we are looking for, write today

THE EMPIRE RUBBER & TIRE COMPANY
Trenton, N. J.

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WATCH YOUR STATE LEGISLATION

It is the duty of every retail merchant to be on the alert, to keep informed as to what legislation is planned in your respective states.

Politicians under the guise of reformers and the much overworked word of "idealists" are extremely concerned in enacting what they term "progressive legislation" along such matters as firearms which would divert all the trade in firearms to the catalog and mail order houses. Matters affecting fish and game commissions are also of vital interest to retail merchants.

Much legislation on similar lines is pending in various states. This legislation generally has to do with providing "soft" jobs for "deserving" politicians. Merchants should keep alert and should make it their business to keep informed as to the laws about to be enacted in their respective states. It may concern them vitally.

FLORIDA JOBBERS ENTERPRISE

The Tampa Daily Times recently had a 20-page advertising section wholly devoted to the history and growth and advertising the products handled by the Tampa Hardware Co., exclusive jobbers, Tampa, Florida, of which Peter O. Knight is president; J. L. Lawrence, assistant manager; W. C. Thomas, treasurer and general manager.

The business grew out of a retail hardware business in 1900, with little capital, but within a short time they decided upon a strictly wholesale policy. That this was a wise policy has been seen by the growth of their business, which is the only exclusively wholesale hardware house in Florida, having the hearty support of the retail hardware dealers of the state.

The object of this state-wide advertising campaign has been to stimulate hardware buyers in Florida, and to encourage the hardware retailers for the readjustment period.

This 20-page section was the final broadside of their campaign to stimulate buying among the hardware retailers, for the Tampa Hardware Co. are not in any way in the retail business, and are not interested in any retail stores as such, except as far as their various customers scattered throughout the state are benefited.

They tell us they obtained splendid results from this campaign, which fully justified the expense. They gave consumers and retailers the real facts in the hardware situation, and inspired confidence which caused both the consumer and the dealers to buy.

Their business has never been better than during the past three months. It is certainly an innovation for a hardware jobbing house to cooperate with the retail merchants in this way, and they commend this plan to other jobbers as worthy of their consideration.

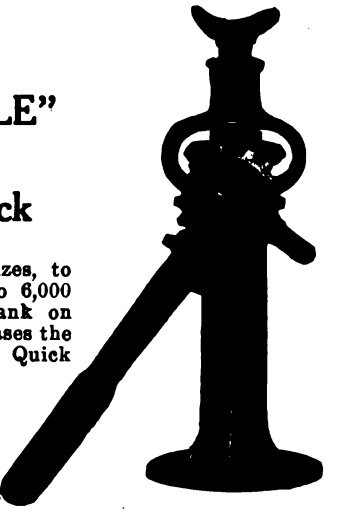
The Tampa Hardware Co. has had a phenomenal growth since they have been established, and this is typical of the spirit which is pervading the South.

Abong the lines advertised of which they are distributors are the products of: The Clyde Cutlery Co., Blair Mfg. Co., Hercules Powder Co., Hirschberg Paint Co., Racine Auto Tire Co., Barrett Company, Standard Varnish Works, Glidden Co., Parkersburg Iron & Steel Co., Gendron Wheel Co., F. E. Myers & Bros.. The Stanley Works Products, Lockwood Mfg. Co., King Stove & Range Co., E. C. Atkins & Co., Inc., and National Stamping & Enameling Co.

The Corbett Hardware Co., Tucson, Ariz., are planning to add to their warehouse facilities by the construction of a large warehouse to be used for the storage of farm implements and miscellaneous hardware.

"RELIABLE"
No. 1
Screw Jack

Made in Four Sizes, to lift from 3,000 to 6,000 pounds. The Crank on the Side Gear pleases the man who wants Quick Action.



Stock the Jacks That Sell—
And Stay Sold

The turnover in your Automobile Accessories Department will be "speeded up" if you stock "Reliable" Jacks.

Other Dealers are finding them an exceedingly profitable item because the customers find that they do the work.

There is no "Come-back" with the "Reliable."

Write for the Reliable Catalogue
or Ask Your Jobber

ELITE MANUFACTURING CO.
Ashland, Ohio

RELIABLE
JACKS



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SEVEN ACRES PLANTED INTENSIVELY IN HARDWARE

With Buhl Sons Company, Michigan's largest jobbers, in their recently completed building, Detroit claims the largest wholesale hardware company in the United States, from the standpoint of area.

The new structure is six stories in height and has frontage of 380 feet and 240 feet, the latter on the Detroit River. It is constructed entirely of concrete, trimmed with brick and contains a total floor area of 303,000 square feet, approximately seven acres. Lake steamers can discharge their cargoes directly into the building, and 17 cars of material may be loaded or unloaded simultaneously on the railroad siding. Broad concrete drives connect the loading platform with one of Detroit's main business arteries.

In addition to a battery of freight elevators in the center of the warehouse building, gravity slides extend from the top floor to the ground. An intercommunicating telephone system has been installed, together with a pneumatic tube system over two miles in length.

Provision has been made for the comfort of the 500 employes in the form of rest and locker rooms for men and women. A restaurant, drinking fountains, and meeting rooms have also been provided.

The general offices of the company are located on the second floor and extend the full width of the building, facing the river.

The new building is a companion of the company's present warehouse across the street, completed in 1917. The floor space contained in both buildings is over 481,000 square feet.

DISSTON MONTHLY NEWS

Let us call the attention of our readers particularly to the two-page announcement of Henry Disston & Sons included in the very fore part of our pages.

Many house organs come to our attention from many organizations, manufacturers, jobbers and retailers. It has remained for the enterprising advertising department of Henry Disston & Sons to include their monthly house organ right in their announcement, so that the readers of the HARDWARE WORLD throughout the West will each month have the benefit of an intimate chat with the Disston organization and a little knowledge of its inner workings and its home circle talk.

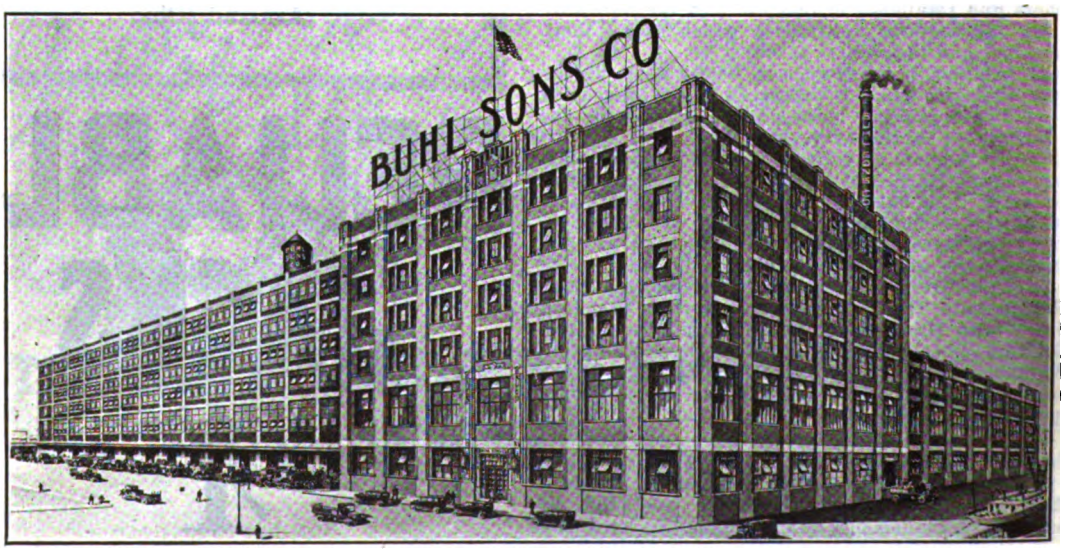
We hope that our readers will form the habit of reading the monthly Disston news with interest every issue. It is well worth while.

MINDING OUR P'S AND Q'S

In a recent issue of the HARDWARE WORLD, we referred to the products of the Quaker City Rubber Co. at Philadelphia, Pa.

It has been called to our attention that we referred inaccurately to Quaker City rubber goods. P. P. P. is the rod packing brand. T. T. T. is the tread equipment of Quaker cord casings.

The Western Manufacturing & Sales Co. has been incorporated at Yakima, Washington, by R. L. Duckham, R. A. Newton and Ernest Duckham, to do a general auto accessory business.



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"Allen Windows Sell Paint"

Which Shall It Be SHOW Windows or SALES Windows?

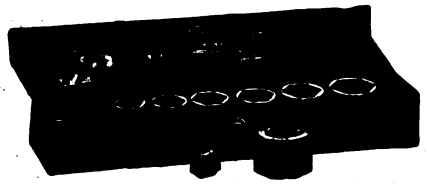
Many hardware stores realize their greatest profits from their paint department. Increase this profit by bringing additional trade into your store. You can do it through your windows.

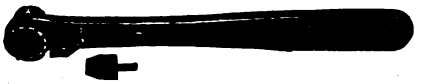
Allen Window Service is a series of PAINT Window Displays that are original and distinctive. Their cost is small. Windows in this series were installed in Dayton paint stores last Summer. THEY SOLD PAINT! They will sell paint in your store, too.

They are offered for 1921 to only one dealer in each city. Complete details have been arranged in a folder called, "Make It a Strong Link." We have a copy for you. Write for it today.

ALLEN WINDOW SERVICE

942 Richard St., Dayton, O.





LANE'S Ratchet Socket Wrench Sets and "SUPER-UNIQUE"

UNIQUE

(Trade Marks Registered)

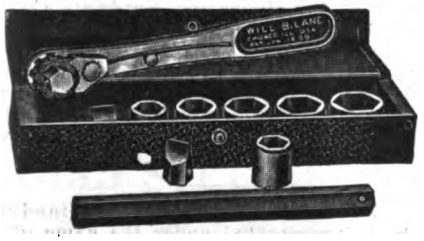
DEALERS: NOTE THESE SELLING POINTS:

Round Sockets, Turned from Solid Steel Bar

Broached Hexagon Openings. Guaranteed Against Wear and Spreading

NO PROFITEERING IN OUR PRICES

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by

Will B. Lane Unique Tool Co.

180 N. Dearborn St.

CHICAGO, ILL., U. S. A.

W. H. WILBURN, Western Representative 602 Williams Building, Mission and Third Sts., San Francisco, Cal.



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ANDREW CARRIGAN CO. WILL REPRESENT MANUFACTURERS

Announcement was recently made of the organization of the Andrew Carrigan Company, manufacturers' agents. The name of Andrew Carrigan has been identified with the growth of the hardware business since the days of 1849, when Mr. Carrigan's father entered the hardware business at San Francisco. For the past 34 years the present Andrew Carrigan has been closely identified with the trade throughout the West, and now he and his son have entered into a new phase of the business. Their experience and knowledge should be valuable and advantageous to them, the trade and the manufacturers they will represent.

Among the well known manufacturers they will represent are: Smith & Wesson, Springfield; Griffith Tool Co., Philadelphia; Jefferson Union Co., Lexington, Mass., and the Continental Wood Screw, New Bedford, Mass. They plan to visit the trade from Denver west. Offices will also be opened at Seattle and Los Angeles that they way extend closer cooperation to the western merchants.

COOK PHONOGRAPH MADE IN PERIOD DESIGN

Many hardware merchants are undoubtedly familiar with the line of talking machines made by the Ernest C. Cook Co., 116 South Michigan Boulevard, Chicago. To this list has been added a new model of the Console type finished in mahogany or walnut. It is Gregorian in design and is said to bring to life again all the grace, charm and refined richness characteristic of Gregorian period furniture.

The cabinet work in design and execution is said to be true to the traditions of old world craftsmanship. The woods used are carefully selected to keep at the highest attainable degree the artistic appearance of the machine's cabinet. All trimmings are finished in gold. The phonograph is equipped with a patented automatic stop. The reproducer, diaphram, tone arm and tone chamber are designed to provide a continuous and ever expanding passage for the sound waves set in motion and is said to be uninterrupted by so much as a screw. The design is correct in principle and design. The motor runs smoothly, turning the record with a regularity of speed that holds the tone absolutely true to pitch without the slightest tremor.

Profit in Selling Phonographs

All Cook phonographs will play any standard disc record.

They will be glad to give full information and prices to any of our readers.

Realizing the period design is becoming a vogue and in order to meet every class of buyer, the Ernest C. Cook & Co., is making a machine that sells to the dealer for $150, the list price on same being $375.

To be a "big job" man YOU must have gone through a raft of smaller jobs in preparation.

GREATEST OREGON CONVENTION EVER HELD

It was the unanimous verdict of delegates who attended the recent convention of the Oregon Hardware and Implement Dealers at Portland, as well as of the jobbers and the general reception committee, that the convention was the greatest ever held by the organization.

There was an increase of over 20 per cent in attendance over previous years. The association itself had grown steadily during the year. There was a keener interest in problems and closer attention at the meetings than ever before.

The entertainment of the delegates by the jobbers and branch houses of Portland was distinctive and even surpassed the record of former years. Every noon the delegates would be divided into small groups and were invited to lunch with various members of the reception committee. The finale of the program was a record-breaking banquet, where over 400 were seated at the tables for three hours of fine feasting and choice entertainment. As the banquet was for the men delegates only, a dinner and theatre party was held for their wives at the same time.

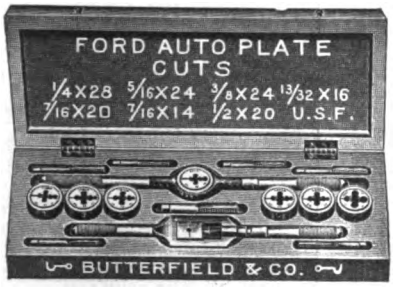
W. K. Slater of the Honeyman Hardware Co. had charge of the entertainment feature of the convention, and the following served on the committee with him: D. A. Arnson, Sherwin-Williams Co.; E. Geo. Young, Marshall-Wells Co.; M. Conner, E. C. Atkins & Co.; R. L. Lovelace, Mitchell, Lewis & Staver Co.; G. Murphy, John Deere Plow Co.; C. M. Hoopes, Cribben & Sexton Co.; W. S. Spinning, Gauld Supply Co.

The Valley Hardware & Implement Co., Grandview, Wash., have been incorporated under the name of the Gray Hardware Co.

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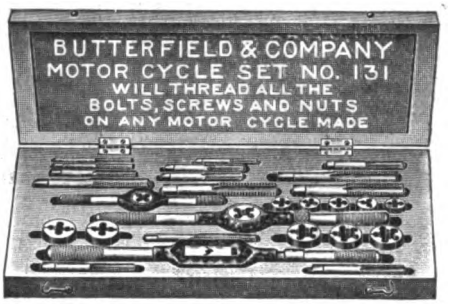
"BUTTERFIELD"

"SPECIAL PURPOSE"—"SCREW PLATES"



"Ford—No. 133"

Note the cutting sizes on the box cover and you will immediately understand why it is indispensable to every garage and every Ford car owner. The odd sizes contained here cannot be found in any regular set.



"Motorcycle No. 131"

This set will thread all the bolts and nuts on the Yale, Indian, Excelsior, Harley-Davidson, Thor and other makes of motorcycles. They are always in demand, so order your stock today.

BUTTERFIELD & CO. Division
Union Twist Drill Company
DERBY LINE, VT.

CHICAGO STORE, 11 South Clinton Street
PACIFIC COAST REPRESENTATIVE
V. S. Walsh, 560 Mission St., San Francisco, Cal.

FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

EMPKIE-SHUGART-HILL COMPANY
WHOLESALE HARDWARE
COUNCIL BLUFFS IOWA

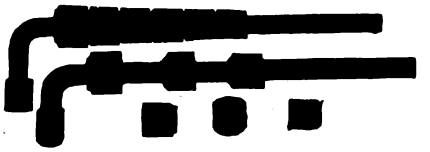


BEST CUTLERY CO.
Manufacturers of all kinds of
HIGH GRADE SOLID STEEL SCISSORS
Office and Works
25 Willoughby Street - - Newark, N. J.

"HEXALL"

Trade Mark Reg. U. S. Pat. Off.

SOCKET WRENCH No. 5



Patented Dec. 31, 1918
"HEXALL" Socket Wrench, No. 5—8 Pieces

—a favorite with motorists everywhere. It contains 10" handle made from ½" Hexagon Steel, 7 Hexagon Sockets. Sockets pack neatly on handle when not in use. Friction ball prevents them from falling off. All sockets are made from Bar Steel, broached and pack-hardened.

There are eight sets—a "HEXALL" for every need. This guarantee goes with every sale:

"Break Any 'HEXALL' Wrench and We Repair it—No Charge"

R. F. SEDGLEY, Inc. Est. 1897
Also Makers of "BABY" Hammerless Revolvers
2311-13-15 North 16th St.
PHILADELPHIA, PA.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

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E. E. LUCAS



A. R. ALMQUIST



W. P. LUCAS

—Bushnell Photos

So successful has been the management of the Pacific Northwest Hardware & Implement Association under Secretary E. E. Lucas, and so great are the possibilities for the association's work and development in the Northwest, the recent convention saw fit to add another assistant secretary to the staff.

Colonel Lucas has been an efficient administrative officer of the association for 13 years. For the last 10 years his right hand man has been A. R. Almquist, who specializes in the insurance department.

There is now $5,000,000 insurance in force, the association having gained $1,000,000 new business the last year. The Pacific Northwest Association made a gain in membership of nearly 10 per cent last year.

The new assistant secretary, W. P. Lucas, began his hardware education 30 years ago in a tin shop. His practical knowledge of the hardware and implement business, his long association with his brother, should make him a most valuable assistant. He will spend most of his time traveling among the members, helping them solve their trade problems and in making more valuable membership in the association.

E. C. WARD RESIGNS POSITION

After eleven years continuous service in the sales department of the Marshall Wells Hardware Co., Portland, the last five years as active sales manager, Mr. Ward has severed his connection with this institution to become the western representative of the Favorite Stove & Range Co., Piqua, Ohio, for the states of Colorado, Wyoming, Utah, Idaho, Oregon and Washington.

Their line is quite complete, covering hard and soft coal and wood heating stoves, combination gas and coal ranges, steel and cast ranges for hard and soft coal and wood, gas heaters of every description, gas cook ranges, both pipe and pipeless furnaces, etc.

It is Mr. Ward's intention to establish offices in both Denver and Portland. He is an exceptionally fine type of western business man, and his knowledge and acquaintance with the trade will stand him well in hand as the representative of the Favorite Stove & Range Co., who are to be congratulated upon securing his services.

"Ikey," said the teacher, "can you give me a definition for 'a bargain'?" "Sure I can," smiled Ikey. "A bargain's when you get the best of them."

WHITLOCK CORDAGE COMPANY'S NEW CATALOG

The Whitlock Cordage Company has issued their new catalog on their guaranteed cordage, in an attractive booklet of some 35 pages, giving much valuable information with reference to cordage products.

The catalog gives a most complete story of rope manufacturing with special reference to the methods of the Whitlock Cordage Company, and is illustrated by numerous engravings, showing the various cordage products, and the process of manufacturing. It also contains a copy of their rope schedules, giving the approximate cost per hundred feet, basic price being shown in red at the top of each column, and the pound price and size in red, the differentials in black. It is quite a valuable table for anyone handling rope or cordage products. They will be glad to send a copy of this catalog to anyone of our readers upon request.

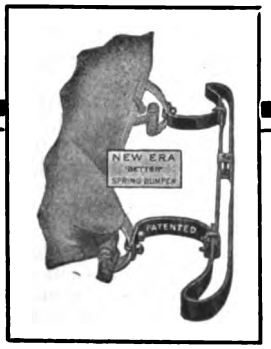
CUTTING THE COST OF CUTTING GRASS

The power lawn mower of the Milbradt Mfg. Co. of St. Louis, is heralded not only as a grass cutter, but also as a cost cutter. This is not the idle boast of the manufacturer, but is demonstrated in a new publication of the company, showing reproduced letters from actual buyers and users of the Milbradt power lawn mower.

These letters come from owners, country clubs, estates and municipal parks, where large lawns are to be cut. The Milbradt power lawn mower is said to solve the problem of beautifying the grounds. With it one can keep lawns tidy and trim at small cost. The power mower does the work quickly and satisfactorily.

The Merino Hardware store, Merino, Colorado, have been distributing to their customers income tax record and account books. They find this a splendid means of keeping their name and their service before their customers.

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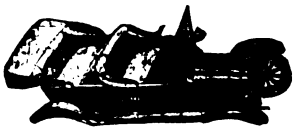
Double Bars—Double Strength

INSURE complete satisfaction among your trade by selling them New Era bumpers. Guaranteed against any accident. Interchangeable arms to fit all cars—front and rear. No dead stock. Immediate shipments. Write for catalog.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave. - Grand Rapids, Mich.

NEW ERA
"Better" SPRING BUMPERS

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

San Francisco, California
Office: 339-41 Larkin St.

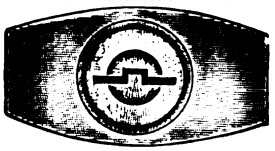
Los Angeles, California
Office: 124 South Los Angeles St.

King "Multi-Tumbler" Padlocks

Built to Serve Every Padlock Need







Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

THE KING LOCK CO., CHICAGO, ILL.

SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

It's Easy — BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT



Two Sizes } **Liquid, at 50c and 75c**
Powder, at 35c and 50c

Why resort to a soldering iron — use BEATS-ALL.

It's SAFE AND DEPENDABLE. When left in Radiator acts as a preventive for new Leaks.

Guaranteed to repair Leaks quickly and permanently.

Dealers — Write today for our remarkable proposition.

Manufactured only by the
AUTO SPECIALTIES MANUFACTURING CO.
40 Elm St., Buffalo, N. Y.
Branch Factory, 320 Market St., San Francisco, Cal.

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Hardy's "Campers Friend"

A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "**Campers Friend**" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY

PORTLAND, OREGON

SUPPLYING JANITORIAL UTILITIES

The June Freeman Manufacturing Co. has not only built up a new organization and a new product in the West. The company is also responsible for originating a new industry and trade name—janitorial utilities.

President J. S. Freeman tells interestingly how this organization and industry was started, and from whence it came. Mr. Freeman has been connected with some of the largest jobbing houses in the West. In business for himself under the firm name of the Freeman Supply Co., he handled janitorial and household supplies and was located in San Francisco.

A few years ago, Mr. Freeman sold his supply business, as he saw great possibilities in this particular manufacturing industry, placing what was at that time known as the Johnson chain mop handle on the market. He purchased the patent rights from the inventor of this article, and immediately took steps to organize a company and to establish a factory for the purpose of making not only the chain mop handles, but to develop other ideas along these lines, needed improvements on the old patterns and designs of mop handles, mop wringing presses, window and floor squilgees.

After completing the organization of the company, steps were taken to get the proper machinery and equipment necessary to go forward with, in the industry said to be the only one of its kind west of the Mississippi River. The plant is located in the manufacturing district of San Francisco, at 509-11 Sixth Street.

The company's factory is modern and up-to-date in all respects. In view of the fact that this is an entirely new industry, it has required a great deal of work to bring about the completion of the various articles which were taken in their crude state from the original inventor. The company is to be complimented upon the success it has made in the short space of one year that it has been established.

The articles being turned out are well up to the standard and in some respects an improvement on the old designs and patterns of the eastern manufacturers in these lines.

The One Beter chain mop handle turned out by the company is made in three patterns, namely, the Professional Janitor, the Regular Janitor and the Household type, and is finished in a manner that is worthy of the attention of the trade.

The simplicity of these articles appeals immediately to the users of mop handles, and the durability and efficiency of the materials used in the finish speaks for itself.

The company is now going forward in production and is receiving considerable attention from the jobbing trade and the large consuming trade, which proves that it is manufacturing meritable articles.

The industry being built up should prove helpful and interesting to the western jobbers and retailers in general.

The personnel of the company includes J. S. Freeman, president; James E. Layden, vice president; I. E. Selix, secretary, and G. C. Welton, treasurer and general manager, formerly manager for Geo. Haas & Sons; E. B. Happoldt, western manager of the Oxfibre Brush Co., is the outside representative and calls upon the western jobbers, in connection with this line.

The Western Implement & Steel Co., Montesano, Wash., with headquarters at Chehalis, Wash., report a very satisfactory season's outlook. They are handling all kinds of farming implements and hardware.

The Goldendale Hardware Co., Goldendale, Wash., are the successors to the Baker Hardware Co. The incorporators of the new hardware company are J. B. Ledbetter, Mrs. Ruth Ledbetter and Glen Wagner.

A. T. Carlson, who operated the business of the Kingsburg Hardware & Furniture Co., at Kingsburg, Calif., has disposed of the business to P. R. and E. D. Broline, who will continue the business.

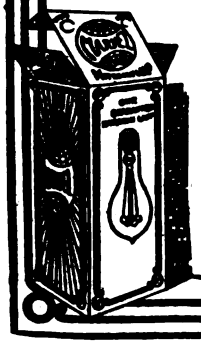
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Quality is the first Consideration in building Marvel Nitrogen Lamps

(ALL SIZES)

YOU are assured of a perfect, efficient, flawless lamp, and of IMMEDIATE DELIVERIES. Marvel Lamps are sold by direct representatives, and there are still a few highly valuable territories open.

Write or wire us for details



Brite-Lite Lamp Mfg. Company
214 Oxford Street
Providence R. I.

Lockwood Hardware.





Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

Lockwood Manufacturing Co.
Manufacturers of
BUILDERS' HARDWARE
SOUTH NORWALK, CONN., U. S. A.

F. G. HIGGIN, Western Representative
2833 Hilligass Ave., Berkeley, Calif., U. S. A.

SPRINGS

All kinds of Coil Wire Springs made from any size wire up to ½-inch diameter. Special attention given to the Porch Swing Spring, which is an ideal seller during the summer months.

MANUFACTURERS

THE SUPERIOR SPRING COMPANY

SPRINGFIELD, OHIO

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

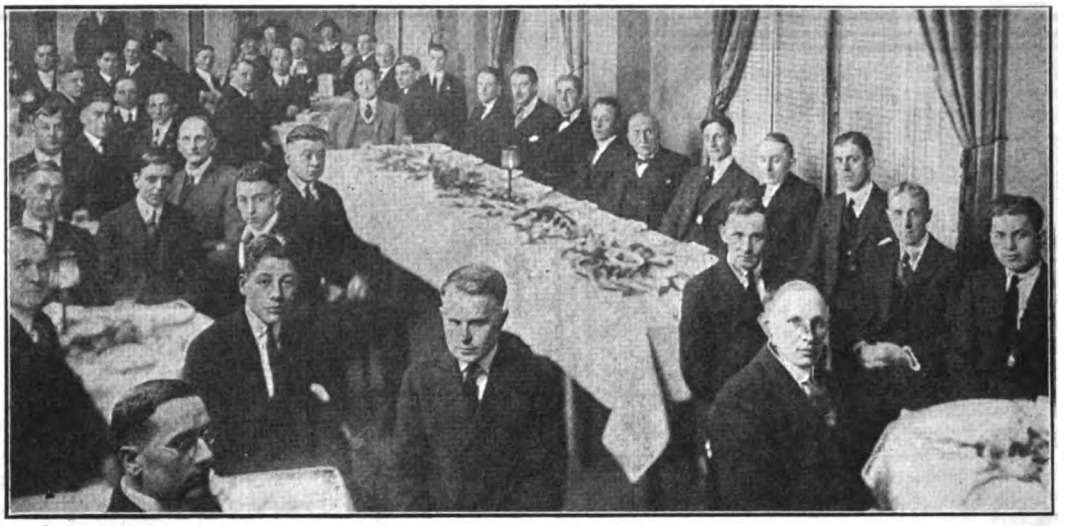
And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

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McKINNEY FOREMEN ORGANIZE CLUB

When 70 department heads of the McKinney Manufacturing Co. got together recently at a banquet as guests of their employers, they accepted unanimously the proposal of several veteran employes to organize a Foremen's Club. A committee was appointed to draw up a constitution and by-laws, which will be voted on at the next meeting of the club, when the election of officers will be held.

R. L. Murdock, superintendent, outlined the plan and purpose of the club, and W. C. Farr, president of the company, in the concluding speech of the evening, assured the employes of the hearty support of every member of the official organization. Other speakers included W. J. Dixon, chief engineer and for 42 years employe of the firm; W. J. Wilson, assistant superintendent, and Harry E. Woernle, chief mechanic. William S. Church was the toastmaster. A musical program was presented by the McKinney Male Quartet and others under the direction of J. L. McKain, song leader.

Hayes & Shuford are the successors to the John Smith Hardware Co., Waitsburg, Wash. There is no withdrawal of capital and the assets of the business remain unimpaired by the change. The new firm assumes all the obligations of its predecessor, including current accounts, contracts and future orders. The present purchasers have been associated with Mr. Smith for a number of years, Mr. Hayes having joined the Walla Walla organization in 1902, and becoming manager of the Waitsburg store in 1908. Mr. Shuford joined the Waitsburg firm in 1904, so both of them are intimately acquainted with the business which they have just purchased. They report an excellent outlook.

"CRITCHLEY-SIX"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN
Portsmouth, N. H.

Represented by Caldwell Sales Co., San Francisco, Calif.

SAND'S PLUMBS AND LEVELS



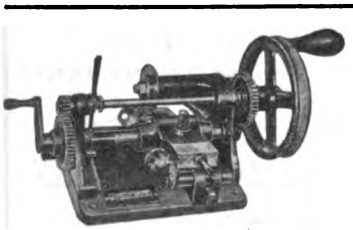
Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.
YOUR JOBBER CARRIES THEM
J. SAND & SONS - Detroit, Michigan

Ear Tags FOR STOCK 99

F.S. BURCH CHICAGO

Tag your stock—best and cheapest means of identification for Hogs, Sheep and Cattle. Name, address and number stamped on tags. Catalog mailed free on request.
F.S. Burch & Co 978 W. Huron St. Chicago

GENUINE
Hildebrandt Spinners
Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



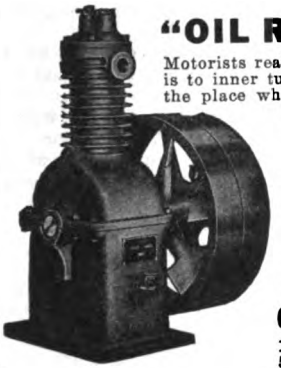
With the——
Precision Key Machine
Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.



THE PACKHAM
Stove Pipe Crimper and Beader
MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO
If Your Jobber Does Not Carry It, Write Us

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"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

GET FULL MEASURE OF SPRING WEAR

The wide Guarantee under which HIGGINS QUALITY SPRINGS For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog, listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 341, Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT



CHILD'S MODEL B

CARBON TETRA CHLORIDE

Fire Extinguisher

1 Qt. Capacity

APPROVED BY UNDERWRITERS

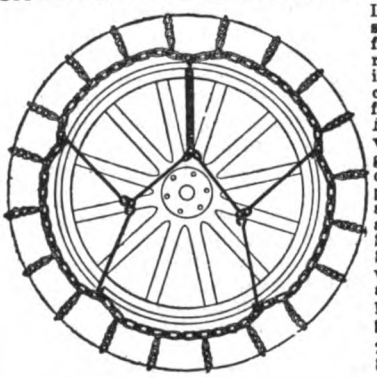
Very effective on electrical and gasoline fires. Especially suitable for automobiles.

A LINE WORTH HANDLING

For Particulars Write to

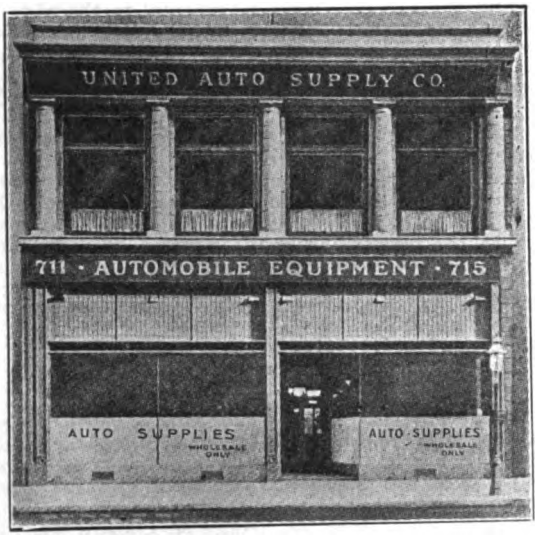
O. J. CHILDS CO.
FIRE APPARATUS UTICA, N. Y.

SAVE YOUR FENDERS Merchant's Anti-Skid CHAIN TIGHTENER



Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.



UNITED AUTO SUPPLY CO.

Jobbers and Factory Distributors

Automobile Accessories

711-715 MISSION STREET, SAN FRANCISCO

Send for Our Latest Complete Accessory Catalogue

$1.00 An Unbreakable Oil Gauge for your Ford



ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

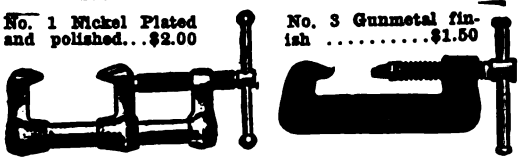
Sold by dealers everywhere, or prepaid on receipt of price

Apco Mfg. Co. - Providence

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00

No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

IMPORTANT

SUPPLY HOUSES:

Write for our Exclusive Agency Proposition (HW) for your locality.

ALERT TOOL COMPANY
237-39-41 North Sixth St., Philadelphia, Pa.

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"CAPS THEM ALL"



OPPORTUNITY FOR THE SALE OF BOTTLE CAPPERS

Merchants who are looking for articles of merit, to interest the trade of the housewife, especially labor-saving and economical devices, will find bottle cappers worth investigating.

We know that one is inclined to think that the importance of the sale of bottle cappers has been brought about by those who seek to "bottle their own." While of course the use of bottle cappers is not prohibited in such an emergency, yet the greatest opportunity of increasing trade is to be found in the home, where economical housewives find them a necessary utility in preserving and canning operations.

Bottle cappers of various merit are to be found on the market, at prices within reach of everyone. Some are, of course, less trouble to operate than others, and merchants will find in them sufficient variety to be within the reach of all.

As is often the case, the best is the cheapest, while the first cost may seem prohibitive, yet when the time consumed and the ease of operation is considered, it is generally found a bottle capper will pay for itself at the first using. And that when one uses a first class article they will not be content with anything of less efficiency.

One manufacturer, who has been following up this matter quite thoroughly, gives this report as to their success in interesting the women folks of a certain community:

"On investigating among our friends at home I showed the original model and found that women were particularly interested in a kitchen utensil of this kind. For instance, in demonstrating the working operation of the bottle capper to nine women, eight of those women waxed enthusiastic and wanted a capper immediately.

"Did they want these cappers for surreptitious home brew? They would have held up their hands in horror. They told me that they all had always used old bottles lying around the house in putting up their fruit juices and preserves.

"They also spoke of the saving of labor in putting up grapejuice in the fall, by using a capper instead of hunting about for suitable corks and then getting out the sealing wax and melting pot with its resultant mess and trouble.

"They told me that many times in canning grape juice the cork would blow out, with resultant loss and and smearing of other canned stuffs and pantry shelves. Here was a device, they decided, that would do away with such difficulties. And only one of these women know that she could purchase sanitary crown corks, etc., at her hardware store, department store, or at the five and ten cent store."

The result of this man's investigation was the decision that there is a great field for the bottle capper as a legitimate kitchen time and labor saving device, and he is planning a widespread advertising campaign to educate the women of the country along this line.

While many retail dealers in hardware, house furnishings, druggists and grocers have met with a large demand for hand bottle capping machines and find it necessary to carry a stock at all seasons, it is interesting to note that many women, while realizing the need of such an implement, are ignorant of the fact that they are on the market, and that probably her neighboring hardware store has them in stock.

Why not get busy and do a little advertising to the women of your neighborhood? Let them know that you have a good stock of cappers and caps. Display them in your window and on your counters. Some women will become acquainted with them through her husband's "home brew," but there are many more whose trade you want who will learn of them only through your efforts.

SOAP AND HARDWARE

Apparently many hardware and cutlery dealers have not completed the cycle of shaving necessities, consequently, a good deal of business that you have created finds its way into other branches of retail trade.

This condition has been realized by the Safetee Soap Corporation, subsidiary of the American Safety Razor Corporation, which has brought about the manufacture of Safetee Shaving Cream, Safetee Cocoa-Butter Center Shaving Stick, Safetee After-Shave Talc, Toilet Water and Lotion, all products chemically pure, highly efficient and extremely pleasant to use.

The Safetee line is nationally advertised and most uniquely sold, as the Gem, Ever-Ready and Star Safety Razors and blades carry the message to the consumer in a brief and forceful manner, likewise all other shaving accessories manufactured by the American Safety Razor Corporation; in other words, you are spreading the news through your own store and should be in position to benefit thereby with the Safetee products ready for sale.

An offer on the Safetee line, procurable from your jobber, appear elsewhere in this issue, which is unique and very profitable. The manufacturer will gladly accept your order direct and place it with the jobber for you.

Safetee products are precisely prepared to the end of securing the most successful lathering results with the use of a safety razor and likewise for any other method of shaving. The grit often prevalent in soap preparations and extremely detrimental to the edge of any blade is absent. The chemicals which have been used in shaving preparations that cause irritation are likewise absent; in fact, Safetee Shaving Cream can safely be placed on the tongue without any harmful results.

A suggestion has been made that dealers send out Safetee product circulars to their customers, which will be gladly furnished by the Safetee Soap Corporation, for such purposes, and where you do not possess the names and addresses, it is well to take them down when purchases are made of razors and blades and about every ten days send out such circulars with your name stamped thereon, so that the consumer will appreciate the fact you are in a position to sell products they have been reading about.

ENCYCLOPEDIA FOR OIL STOVES

George M. Clark & Co.'s new catalog on oil stoves, No. 112, might be well named an encyclopedia of oil stoves. For it has a complete description of oil stoves and the parts manufactured and for sale by these manufacturers.

It is 40 years since the George M. Clark & Co. was organized in 1881, and surely the new catalog is a celebration of this event. Not only the complete line of oil stoves, but also gas heaters, gasoline blow torches, junior gasoline stoves and ovens are described in the booklet, which contains over 40 pages and is attractively bound.

Elmer Wilshire has disposed of his interest in the Hollywood Hardware Co., Hollywood, to the other partners, Messrs. Brin and Parish. It is said that Mr. Wilshire plans to engage in the hardware business again in Hollywood before long.

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CINCINNATI SCREW CO. ADDING TO ITS LINES

Patent rights on the Red Devil Sprayer, manufactured in the past by its patentee for use on golf links and for other spraying purposes, have been purchased by The Cincinnati Screw Company, manufacturers of a complete line of screws.

Production on a quantity basis will be begun in the near future. An extensive sales and advertising campaign is in course of preparation.

R. R. VOUGHT'S NAME MISSPELLED

In introducing R. R. Vought last month, succeeding S. V. Armstrong, we unintentionally practiced false economy in omitting two letters from his name. It is pronounced "Vote."

Mr. Vought is losing no time in extending his acquaintance with the western trade and the territory in general. As this aricle comes before our readers, he will be making a swing around the northern territory, meeting the buyers and giving them the benefit of his knowledge of eastern markets and manufacturers whence he has so recently come.

L. E. Smith of the Whittier Hardware Co., Whittier, Cal., has purchased the interest of F. W. Waecter in the firm.

The Kerman Hardware Co., Kerman, Cal., have been adding materially to their stock of hardware and farm implements. They anticipate a busy season.

The Patterson Hardware & Implement Co., Fort Morgan, Colo., are changing over their methods to a strictly cash basis. Prices will be revised accordingly to meet the change.



THE Royal Self Heating Iron

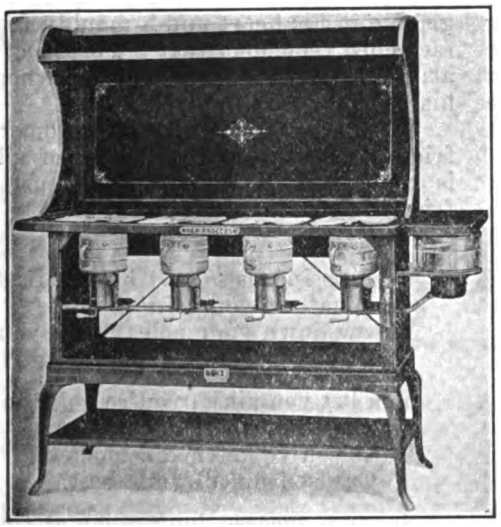
Over 1,000,000 Sales Prove its Worth and Merit. Gives You Good Profit. Satisfies Your Trade.

FREE TO ROYAL DEALERS

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Lithographed Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

Above Selling Helps will be mailed promptly to any Royal Iron Dealer on request

ROYAL SELF-HEATING IRON CO.
575 WAYNE ST. BIG PRAIRIE, OHIO



"New Process"
Brings Customers

The appearance and perfect working qualities of the NEW PROCESS OIL STOVE satisfies every user. They are made in various styles and sizes in Satin finish.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank. Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron. Furnished either with or without Back Shelf.

The NEW PROCESS OIL STOVES will bring you customers.

NEW PROCESS STOVE CO. *Division American Stove Company*

CHAS. H. SCHIECK, Sales Agent, 715 Indian a Street, Near 19th Street, SAN FRANCISCO

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Plumbing and Heating

RESULTS AND THE MAN

The man who is throwing heart and soul into his work, the one who is studying his job intelligently and handling it most efficiently is getting results, and results are what all of us are after since results are what we are being paid for.

A man is not getting the best results who is not learning as he goes, and doing better work through his learning.

The man who is not interested in doing more and better work, on the theory that his employer will get all of the benefits, is digging his own grave. The rapid, efficient worker goes ahead of the poor worker, and, according to the standard on which wages are apportioned in all well-regulated shops, he gets more money for the extra effort he puts into his work.

To get the big job and the big money, a man should forget about his employer's profits and think only of his own, using the line of reasoning that if he acquires knowledge that will enable him to do better work more rapidly, he will be helping not only the man he is working for, but himself as well. Be selfish in your quest for a better job and better wages, but let your selfishness be of the enlightened kind. The man who does not give his employer the best that is in him, is hurting no one but himself.

True worth is in being, not seeming—
In doing each day that goes by
Some little good—not in dreaming
Of great things to do by and by.
For whatever men say in blindness,
And spite of the fancies of youth,
There's nothing so kingly as kindness,
And nothing so royal as truth.

—Alice Cary.

CUTTING THEM SHORT

A suburban minister during his discourse one Sunday morning said:

"In each blade of grass there is a sermon."

The following day one of his flock, a Kansas City hardware dealer, discovered the good man pushing a lawn mower about, and paused to say:

"Well, parson, I'm glad to see you engaged in cutting your sermons short."

TAKE A SUGGESTION FROM THE ORATOR

Perhaps you have heard of the orator who said that he never arose and went forward on the platform without saying to himself: "These people before me are my friends. I like them and they like me. If I show friendliness they will show sympathy. I need their friendship and sympathy; they may be the making of me. I therefore will be as friendly as possible and do my utmost to win their friendship."

He claimed that thoughts such as he thus expressed to himself put him into the proper mental condition to win the coldest audience. He asserted that his remarkable success as a public speaker did not come to him until he adopted this method. Is not this food for thought for the salesman?

The case of the salesman approaching a customer parallels that of the speaker advancing before his audience. The salesman who is friendly is sure to awaken a feeling of friendliness in his customer.

He who approaches a prospect with a sour grudge in his heart and a mouldy frown on his face must remember that the prospect will recoil at the sight of his face and flee when he opens his heart.

The best customers of all customers are your friends, and the best salesman of all salesmen is the salesman who converts customers into friends.

FISHIN'

"Supposin' fish don't bite at first
What are you goin' to do?
Throw down your pole, chuck your bait
And say your fishin's through?

You bet you ain't; you're goin' to fish,
An' fish, an' fish, an' wait
Until you've ketched a bucketful
Or used up all your bait.

Suppose success don't come at first
What are you goin' to do?
Throw up the sponge and kick yourself,
And growl, and fret, and stew?

You bet you ain't; you're goin' to fish,
An' bait, and bait ag'in,
Until success will bite your hook,
For grit is sure to win."

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It is inconvenient to be poor, but it is poor to be inconvenient.

Martin Iverson and Ed Perry are preparing to engage in the hardware and plumbing business at Tonasket, Washington.

At a meeting of the Seattle Master Plumbers and Engineers Association, the following officers were elected: President, E. H. Norton; vice president, Frank A. Dupar; secretary-treasurer, Jerry J. Ward; sergeant-at-arms, Harry G. Cook; trustees, Messrs. Norton, Dupar and Ward, and F. E. Rautman, P. J. Lavin and E. H. McMahon.

FURNACES
PIPE AND PIPELESS
STOVES, RANGES, SUPPLIES
C. L. FEATHERSTONE FURNACE CO.
WHOLESALE AND RETAIL
Maxwell 1118
813 N. Monroe SPOKANE

Dependable Service Quality Goods

We are exclusive agents for

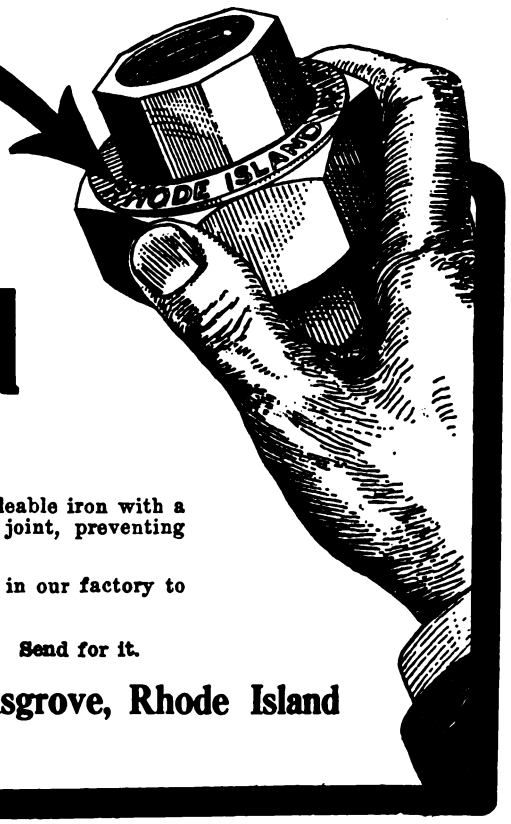
Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durable
- Valve Discs
- Rod Packing
- Sheet Packing
- Union Gaskets
- Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.
Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES
84-86-87-89 Front Street, Portland, Ore.

GAS or OIL or WATER or STEAM
is *absolutely safe* where
Rhode Island
UNIONS are in use



The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters' Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island

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Do You Wish to be a Leader?

(By Napoleon Hill)

IN one of our great cities a factory building caught fire. Hundreds of girls, working on the upper floors, were in danger of death. The whole lower floor was in flames and the blazes were rolling up the fire escapes, cutting off all avenue of escape.

The crowd stood on the outside waiting for the firemen to arrive!

In that crowd was a young man who was different from all the others. He took in the situation, hurriedly measured the distance with his eyes from the burning building to another building just across the alley, then, just as if he were in full charge he began to give orders to the bystanders and in a few moments he had rustled a crew of six strong men.

He led the way and they followed him to the top of the adjoining building. On his way up he picked up a rope and his six followers tore down a bill board and carried the planks to the top of the other building.

This self-appointed leader threw one end of the rope to a woman in the window of the burning building and instructed her to fasten it. He scaled the rope, carrying one end of a plank with him. His six helpers pushed out the boards they had carried up and soon they had completed a very substantial bridge from one building to the other.

When the firemen arrived nearly one-third of the occupants of the burning building were out of danger!

No one invited this young man to become a leader!

Opportunity in Every Business

Leadership seldom comes by invitation. It is something which you must invite yourself into.

In every business there is a fine opening for a first class leader. But, he must be a man who is willing to do the thing that ought to be done without someone telling him to do it.

One of the men who stood in that little crowd of people and watched the flames as they threatened the women in the building, in speaking of the incident afterward, said, "Aw, that was nuthin'; anybody could a done that if he'd tried!"

And he was right! Anybody could have had that job as leader, merely by stepping up and taking it, but the fact remains that only one man out of the whole crowd saw the opportunity and was willing to take the risk that went with it.

Leadership means responsibilities, it is true, but the most profitable work usually is that which shoulders the greatest responsibility on a man.

Wherever there is work to be done you can find a chance to become a leader. It may be humble leadership, at first, but leadership becomes a habit and soon the most humble leader becomes a powerful man of action and he is then sought for greater leadership.

Look back down the ages and history will tell you that leadership was the quality which thrust greatness upon the men of the past.

Washington, Lincoln, Patrick Henry, Roosevelt, Dewey, Foch, Haig—leaders, all!

Formed the Habit of Doing

None of these were invited to become leaders. They stepped into leadership by their own aggressiveness. None of them started at the top. Most of them began in the most lowly capacity, but they formed the habit of doing that which needed to be done, whether it was their job to do it or not; whether they were paid for it or no!

If you are one of the great majority who have made up their minds not to do anything which is not their job, and for which they are not paid, there is no hope of leadership crowning your efforts.

Frank A. Vanderlip was a stenographer not so many years ago. We do not know for sure, but we suspect that he did not confine his efforts to the work which his stenographic position required, for if he did he would never have been the leader of finance which he is today.

James J. Hill was a telegraph operator, but had he insisted on working union hours only, and had he delivered no more service than was required to hold the job of telegrapher, he doubtless never would have been the great railroad builder that he was.

What a wonderful privilege it is to be a leader! What a wonderful opportunity there is in every shop, office, factory, cross-roads grocery store and business establishment to become a leader by merely doing the thing that ought to be done whether you are told to do it or not.

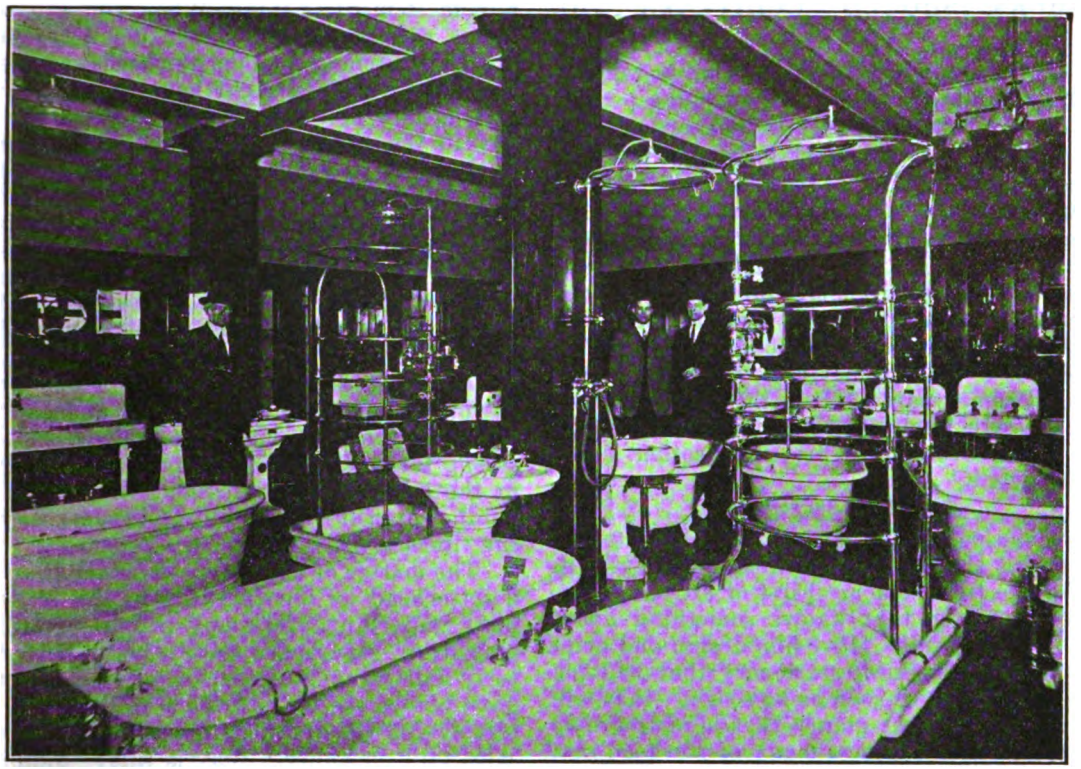
J. H. Scully has engaged in the plumbing business at Whittier, Cal.

R. W. Clarke, formerly of Salt Lake, Utah, has engaged in the plumbing and electrical business at 607 Ivy street, Watts, Cal.

H. M. Haldeman of the Pacific Pipe & Supply Co., of Los Angeles, is erecting a new building at Hollywood, Cal., a portion of which will be occupied by H. E. Burt, a plumber.

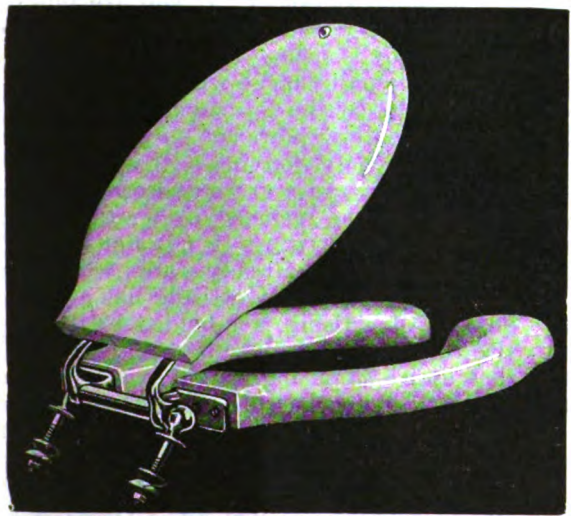
Arthur G. Barber, Frank Yocum and Ellis Lewis, of Nogales, Ariz., have bought the plumbing business formerly conducted by J. Burrell, Elsinore, Calif., and will continue the business as the Elsinore Plumbing & Electrical Co. They will add a number of new lines.

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While it is only the large plumbing houses that have the opportunity of making such an attractive display as did this large western institution, yet everyone will admit that no other line of merchandise offers greater opportunity for making attractive displays; such exhibits are sure to lead to the installation of better plumbing equipment.

Church Seats



Open Front and Back

Permanently White

A Closet Seat, to be satisfactory, should not only be WHITE when NEW, but should REMAIN WHITE year after year. Church Closet Seats have earned this reputation for continuous satisfactory service.

Leading architects, sanitary engineers and plumbing contractors specify and install Church Seats with the assurance they will always make good.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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PLUMBER SHOULD CULTIVATE THE FARMER

Did you ever stop to think what a wonderful opportunity there is for you in the personality of the farmer? A certain mail-order house in the West turned a neat billion dollars last year—and most of it came from the jeans of the farmer. Are you—the plumbing and heating expert—getting any of this rural business. And why not? asks John A. Lutz.

As a home-loving man the farmer is conscientiously interested in his home and all those things that go to give it a modern, comfortable atmosphere. The farmer is no longer the rube pictured some years back in the comics. He is a progressive, down-to-the-minute business man that wants everything his city brother has—and he gets it!

Try These Suggestions

Let me suggest a method for the plumber to reap his share of the business actually waiting for the first comer: First of all you are to go to a printer that knows something about style in letterheads. Have him design and print for you some business stationery that will impress the farmer as soon as he sees it—that will tell him at the first glance that here is a man that is a modern business man; a letterhead that will express the high quality work you do. In a word, a high grade piece of business stationery.

Next get a list of the worth-while farmers in the communities within a radius of your own establishment (twenty-five miles, forty miles or whatever distance you wish). This list can be had from various sources. You can buy one from those concerns which make a business of compiling lists of all kinds, you can build your own list from the telephone books of the communities you intend to reach out for, or you can place small advertisements in the local papers—not to sell anything by these advertisements, but simply stating that if the farmer will drop you a card, he will receive a valuable booklet or some such leader to get his name.

Then when these names are procured, send out to them the booklet promised. Make this booklet something that the farmer will read and keep. This can be easily done and at the same time have considerable sales value for you. I would get up this booklet something after this fashion: I would first of all make it attractive physically—the printing, the paper, the illustrations. Then I would put into it those things that are a part of the farmer's daily life—information about soils, about planting, caring for his horses and cows, and for his motor car (for rest assured he has one!) Then I would tell him all about what I had to sell him—not about the things themselves so much, mind you, but about the service those things will give him. Put the human element into the sales talk. For instance, what I mean by the human element is this: When you are selling him a running water system don't try to sell him the system as a modern household necessity, but bring the idea right home to him by suggesting how delightfully refreshing, after a hot day in the fields, to come into the house and duck under a cooling shower. Then go ahead and tell him that you have a very reliable shower attachment which you can strongly recommend as best suited to his needs; describe it fully, and show it attached—with someone taking a shower under it if possible. This is the sort of sales talk that actually sells and gets across.

Then you should not stop with one appeal. If you do not make a sale or get at least interest from the first letter or folder (and I am strong for folders after many years' experience in the advertising profession), follow up with another appeal—but link it up in some way with the first.

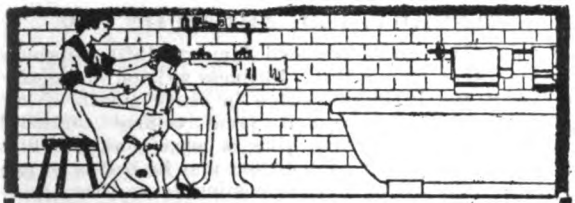
The matter of the letter—whether that be on a letterhead or incorporated in the folder—is most important. So many people—even those who, from experience should know better—utterly fail when it comes to writing letters. I have known the best salesmen in their line completely fall down when they tried to put their sales talk on paper. Why is this? Simply because they at once become conscious; the matter of selling is no longer natural. It has become strained, an effort; it lacks the free, easy flow of the sure salesman. And, so it at once loses the "that" which we, in the language of the street, call "pep."

Write As You Talk

The best sales letter is that which accurately records what would be the language of the personal salesman. If you are not used to writing sales letters I would strongly urge that you employ someone expert in this line, because the small charge will be more than counterbalanced by the returns in dollars and cents from the pulling power of the expert letter.

I am firmly convinced that the plumbing and heating trades are missing a most promising field in the farmer. Understand, advertising—good advertising—is not alone intended to sell the man who already wants what you may have for sale, but advertising has a wider purpose: Advertising is intended to create a desire for the thing advertised and then to make that desire so strong that it is acted upon and the article purchased. Therefore it seems to me that there is a great future for the aggressive plumbing and heating specialist who will see this field, organize a small mail-order department in his business, and go after this rural trade. The outlay is insignificant and the returns are certain if the proper methods are pursued and the proper kind of advertising is prepared by one who knows this special branch of selling.

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Take a Bath Every Day

"A daily bath will do more to keep you in perfect health and vigor than any other one thing. A healthy skin is the best undergarment ever invented," says Dr. Woods Hutchinson, a physician of national repute.

Visit our showrooms and make your selection from the Bathtubs, Sitz Baths, Showers, etc., we have on display. See our showers fitted with modern Mixometer temperature regulators, which afford the most delightful form of indoor bathing, and inspect our complete line of

"FAULTLESS"

PLUMBING AND HEATING SUPPLIES

For Sale by Leading Dealers.

The M. L. Kline Co.

Wholesalers,

84-86-87-89 Front Street

POPULARIZING THE BATH

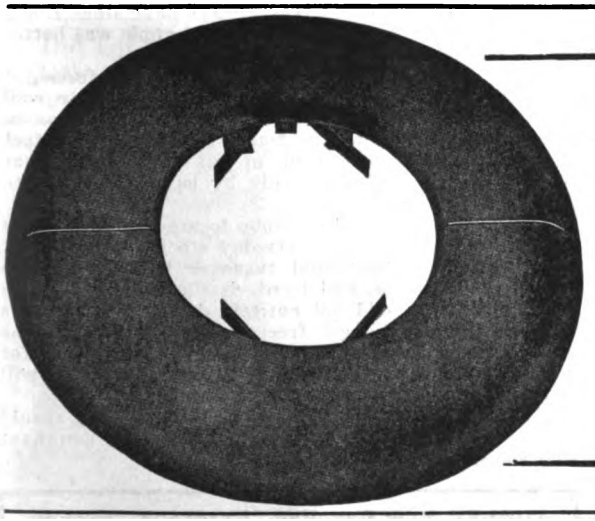
The M. L. Kline Co. has developed into a great institution in the Northwest, through their aggressiveness, being open to new ideas and accommodating their trade.

Here is a recent newspaper advertisement of the M. L. Kline Co. This special copy is peculiarly adaptable to the use of retail plumbers.

The "Take a Bath Every Day" campaign is now being waged by national plumbing interests and it well behooves all plumbers and merchants selling plumbing fixtures to work the slogan into their local advertising. Possibly the advertisement of the M. L. Kline Co. may give some of our readers suggestions.

If you expect clerks to make sales from catalogs, be sure your catalogs are systematically arranged where they can be found without keeping customers waiting.

If you wait for all the conditions to be just right before you branch out or enlarge, you will be running the same little shop when it comes time for you to retire.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.

NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg.; Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS



No. 208 Torch
List Price
Each, $16.00
Ask for Discount

THE WONDER KEROSENE OR GASOLINE BURNER

Is Supplied on the No. 208 Torch

The result of many years careful work and experiments. We never experiment at our users' expense. Examine this Burner carefully. It is covered by Patents and is truly a **Wonderful Burner.** Produces hotter flame and uses less fuel than other makes. **No sharp pointed needles** are used and burners cannot be injured by closing the needles. Jobbers supply at factory price. Booklet free.

Clayton & Lambert Mfg. Co.

10611 Knodell Ave.,
Detroit, Mich., U. S. A.



Patented
No. 57 Quart Torch
No. 58 Pint Torch

OUR HOBBY

since 1876 has always been to make the best and most practical torches, furnaces, and braziers. As the result, we have built up a wonderful reputation on quality and merits. Only those who have used our tools know what satisfaction is obtained from them.

You should buy those tools which are guaranteed to give you perfect satisfaction. You want the best tools; in fact, you **must use the best** tools so as to compete favorably with your competitors.

Therefore, insist on the "Always Reliable" when you again order. **Jobbers supply at factory prices**

OTTO BERNZ CO. . NEWARK, N. J.

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A THOUGHT FOR PLUMBERS

You have your regular line of goods, of course; but you are also pushing some specialty. Everybody's doing that. It makes progress slowly, as all new things do, and you rake over your brains for some idea to push it along, to boost it, to make it better known and establish a demand.

A business man was talking to me the other day, and he was a great believer in demonstrations. He thinks they are a mighty good thing for the manufacturer to pull off in the stores of his distributors, and for the merchant plumber to extend to them a cordial welcome.

Suppose, for instance, it is some article which performs some operation, like a spigot, a sprayer, an attachment to the heater, or something of the sort. The traveling salesman could arrange to give demonstrations on Saturdays in the stores of the customers. Saturdays are poor days for a salesman to sell, because the retailers are busy that day; but would be the best days for demonstrations, because more people are in the stores.

Suppose the show window on that day should be given up to the article to be demonstrated. It would be emphasized in every way possible. It would be displayed prominently on a stand, surrounded by cards, each stating some point of merit, and a large sign would state that it would be explained inside by an expert in its use.

Inside, the salesman would have an assembled machine, and also the various parts. In his demonstration he would give a brief sketch of how each part was made, explain why iron was used here, steel there, brass in another place, and aluminum in still another.

He would then explain what it will do, how it will work, what should be done to keep it in repair, how long it will last, and how easily repairs can be made.

Just imagine what this talk and this demonstration will do! It will not only advertise the article to the consumers of that town, but it will post the plumber and his clerks all about the merits of the thing; and they will absorb and retain the information a hundred times more deeply than if they had read the literature on the subject.

They will also hear and see just how an expert salesman explains goods, interests people, and talks sales out of indifferent folks who had no intention whatever to buy.

Another point of merit is that demonstrating is not overdone. It is so seldom given that it is a distinct novelty and has all the fetching force possessed by any novel method. Advertising now is so much indulged in that extraordinary efforts must be exerted to make even the slightest dent on the hardened minds of the great public.

JANUARY, 1921, AHEAD OF 1920

"January orders exceeded January, 1920, shipments by more than 12 per cent. Business written in January exceeded the business written in every month of last year, except three. This same volume continued throughout the year will give us more than a million increase for the year. Conditions may be bad in certain sections, but as business is coming to us from every state, we know that there are good conditions to be found in every state as well. Our extended advertising campaign is already pulling and we know for a certainty that the consumer is buying Pyrex and our only fear is that some dealers may not be alive to the demand for Pyrex just because other merchandise is slow. The wise dealer will specify immediately before our well assorted stock is shot to pieces. This is surely going to be a Pyrex year. On your toes now for a February record."

Above is a copy of a telegram recently sent to all salesmen of the Pyrex Division of the Corning Glass Works.

It is reproduced here because it reflects the optimism that results from accomplishment or rather the accomplishment that results from optimism.

W. T. Hedges, sales manager of Pyrex, says: "When all the fog horns in the world seemed to be blowing at once, we never lost confidence in the good old American compass. Our order was, 'Damn the torpedoes, go ahead,' the first step being to double our advertising appropriation for 1921 over all other previous years.

"Every salesman was pessimistic-proof. He carried a bagful of common sense and business sunshine. He was out to prove that sackcloth and ashes were out of style and that people were baking and eating when they were hungry just as they always have since Eve's descendants first learned that a baked apple was better than a raw one.

"Our institution has had the courage and foresight to continue operation and accumulate a complete well assorted stock of goods. We are now in a position to give prompt service to our trade, recognizing the fact that the retailer could keep up his profits this year and not lose a single sale only by having a complete stock at all times.

"We, of course, will continue to urge our customers to place orders only for sixty-day stocks, for we well know that it is the rapid turnover that brings the profit to the dealer, and Pyrex is the one big line on which merchants sold out entirely during the holidays and that is being bought freely today. The result has more than justified this belief and early returns for February indicate that our February telegram will make the January one look very small."

There is a moral in Hedges' philosophy that should not be overlooked by every manufacturer and merchant who wants to make 1921 a banner year.

TURNER New Gasoline - Kerosene Torches



The Burners are all constructed alike, containing all the patent features, however different in size according to price. The baffle in the burner will generate the low grade gasoline or kerosene without adjustment. The adjusting needle eliminates enlarging of orifices that make all burners useless. The flared tube will siphon the correct amount of air regardless of adjustment or size of flame. The patent pump involves the parachute principle. Leather is free and will not wear. Drip cup made of sheet steel stamped, copper plated. Burner generates easily and produces more heat on less fuel than our old line. Our Triple Jet takes the place of our well known Double Jet, involving all the new patent features. A trial order will convince you. If not satisfactory, money refunded. All parts interchangeable. Jobbers will carry repairs—not necessary to be without torch—fix it yourself. With ordinary use a torch will last a life time.

THE TURNER BRASS WORKS - Sycamore, Illinois, U. S. A.

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A LINCOLN THRIFT STORY

When Abraham Lincoln was a young lawyer in Illinois, he received an inquiry from an Eastern merchant regarding the responsibility and character of a fellow townsman. His reply was a subtle lesson in thrift, as follows:

Dear Sir: Yours of the tenth received. I am well acquainted with the gentleman named, and know his characteristics. First of all, he has a wife and baby; together they ought to be worth $50,000 to any man. Then he has an office, in which there will be a table worth $1.50, and three chairs worth, say, $1. Last of all, there is in one corner a rat-hole which will bear looking into.

Respectfully,

Abraham Lincoln.

The above story is related by S. W. Straus in his new book, "History of the Thrift Movement in America." It was the rat-hole referred to in Lincoln's letter that stamped the object of the inquiry as a man of thriftless habits.

It is the little leaks that sink the ship; the little wastes that bring financial disaster.

Lincoln understood the value of little things. Even little words meant much to him, and he was able to enunciate his views and policies in the most simple language.

Did not Lincoln's appreciation of the value of little things constitute the real foundation of his greatness?

IT CAN BE DONE

Precedent said that it couldn't be done,
But he, with a chuckle, replied,
That "maybe it couldn't" but he would be one
Who wouldn't say so till he'd tried.
So he buckled right in, with the trace of a grin
On his face. If he worried, he hid it.
He started to sing as he tackled the thing
That couldn't be done, and he did it.

Precedent scoffed: "Oh, you'll never do that;
At least no one ever has done it."
But he took off his coat and he took off his hat,
And the first thing we knew he'd begun it;
With the lift of the chin, and a bit of a grin,
If there was any doubting, he hid it;
He started to sing as he tackled the thing
That couldn't be done, and he did it.

There are thousands to tell you it cannot be done,
There are thousands to prophesy failure;
There are thousands to point out to you, one by one,
The dangers that await to assail you;
But just buckle in with a bit of a grin,
Then take off your coat and go to it;
Just start in to sing as you tackle the thing
That "cannot be done," and you'll do it.

Harry Peck has moved his plumbing business in Ventura, Cal., to a new location and is adding to the lines carried.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio





No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

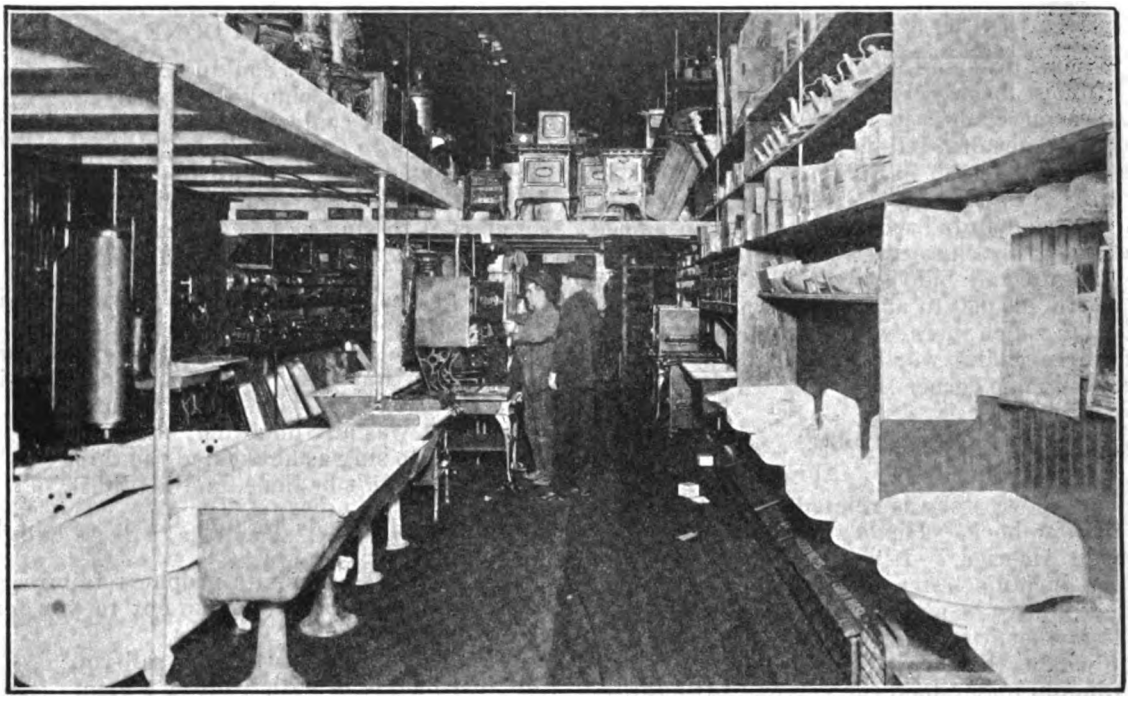
Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

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One of the Hardware and Plumbing World western subscribers submits this photo as showing an economical way of displaying plumbing lines. Every bit of space is utilized. Here are suggestions that many of our subscribers can adopt. It will be seen that they also handle stoves, household equipment and other lines, which are part of many plumbers' stock.

YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**

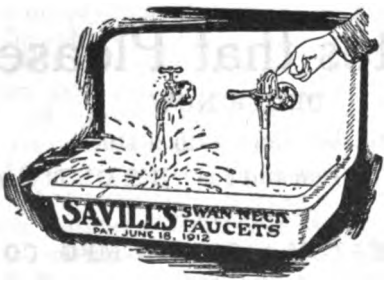


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.

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THE FUNERAL OF ALIBI IKE

(By A. M. Taylor)

"Ashes to ashes, and dust to dust,
If you all were like him the firm would bust."

Jobbers, Dealers, Salesmen, lend me your ears:
I come to plant this geezer, not to praise him.
The evil that men do lives after them;
The good is oft interred with their bones.
So be it with this geezer.
You all do know that he was unambitious,
And lacked the guts; it was a grievous fault;
And grievously the poor stiff answer'd it.
When hath he brought a single order in
Whose profits did the general coffers fill?
Did this bum showing seem ambitious?
When prospects "No" have cried, this geezer quit;
A saleman should be made of sterner stuff.
I speak not to revile the poor, dead bloke,
But here I am to speak what I do know.
Had he the nerve, he might have sold one-half the world;
Yet all his days were filled with falling down;
He did not have the punch.
For, when a prospect gruffly turned him down,
The blow quite vanquished him, and he quit cold.
O, what a fall was there, my countrymen!
Then I, and you, and all of us fell down,
Whilst bloomin' "cold feet" got the best of us.
If you have tears, prepare to shed them now.
You all do know this alibi: I remember
The first time e'er this geezer tried it on;
'Twas on a summer evening—he had spent the day at shooting pool;
And coming in he said that business all was shot.
I come not, friends, to steal away your hearts;
I am no orator as Bryan is.
But, as you know me all, a plain, blunt man,
For I have neither wit nor words, nor worth,
Action, nor utterance, nor the power of speech
To stir men's blood; I only speak right on.
I tell you that which you yourselves do know,
This guy—this alibi contriver—was no good.
He spent his time in seeking reasons things could not be done,
Rather than why and how they could.
He is—and was—a dead one.

* * *

Let us plant him, then, deep out of sight—
His name forgot by all who claim the name of salesman.

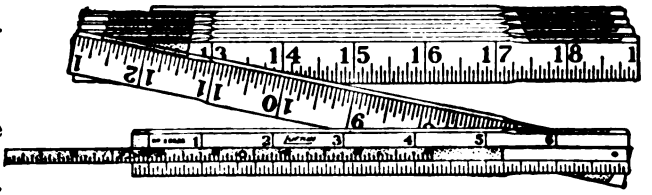
—Helix.

LUFKIN EXTENSION SPRING JOINT BOXWOOD RULE



A new article, a 6-foot extension spring joint rule, particularly designed for taking inside measurements of openings, such as door and window frames and similar fixed points, but just as handy as a common rule for ordinary measuring, has just been put on the market by The Lufkin Rule Company, Saginaw, Michigan. While somewhat similar in pattern to a spring joint rule, it is made of genuine boxwood in natural finish.

The first section of the rule is fitted with a graduated brass slide, which extends readily, but is not loose and cannot fall out, having end lock. To take an inside measurement, open the rule to within 6 inches, or less, of the distance between the points. Extend the brass slide by push button. Add the measurement on the brass slide to that shown at extreme end of rule, which gives the exact distance. The extension slide



is also admirably adapted to determining depth of mortises, etc. The boxwood sections are somewhat heavier than those of a common spring joint and are securely fastened at joints, making the rule more rigid when extended than the ordinary folding rule. The graduation is consecutive inches and 16ths, both sides, with distinct lines and figures.

This rule, known as No. X8536, fully and conveniently taking the place of a common rule and having in addition the extension feature, will appeal to carpenters, architects, inspectors, contractors, automobile workers and others.

WOLVERINE BRASS WORKS, INC.
MANUFACTURERS OF
HIGH GRADE
PLUMBING SPECIALTIES
Sold to Plumbers Only
210-216 Natoma Street - - - - - San Francisco, California

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THE LEGAL STATUS OF CONTRACTS OR ORDERS WHICH DO NOT NAME A PRICE

(Copyright by Elton J. Buckley)

A peculiar style of contract has grown up in various lines of trade, viz.: The order for goods, usually future goods, which does not name a price. It started in a small way, but has rapidly extended to one line after another, and while it may never become general, it is sufficiently important even now to warrant some explanation and discussion. I have received three letters asking for something on the priceless contract:

No. 1

If you could arrange to send us an article pertaining to priceless contracts, we are sure it would receive a great deal of attention just at this time. There is much discussion among men of the industry about priceless contracts, and we would like to run an article for the satisfaction of our readers.

While Mr. Massey was in Des Moines he tells me that he was talking to a lawyer there who says that priceless contracts are not legal. Other lawyers tell us that they are. We will depend on you to give us the correst version on this subject.

* * *

No. 2

We understand that some other dealers have written to you in reference to the liquidated damage clause with special reference to contracts without price. A great many priceless contracts have been written during the past few months and dealers in some cases wanted to cancel their orders when they found out what the price was to be. I hope you will consider this subject of sufficient importance for a special article.

* * *

No. 3

I am enclosing an old contract that is standard in this trade. All concerns have just about the same form of contract. This contract does not mention an exact consideration. Some contracts note the consideration of $1, receipt of which is hereby acknowledged and other valuable considerations.

We have not canceled one of these contracts and are writing this letter because the subjeet is along the lines that you have written a good many articles on and we are wondering if the 20 per cent clause for liquidated damages can be enforced.

I might mention that in our particular case it has been the custom to make these contracts a long time ahead of the time we needed the goods and the houses always have allowed us to make such changes as we saw fit in the goods we wanted to order when the time for shipment arrived. In the last few years we have made a good many such changes, but I believe that the total year's business we gave the seller has always been more than the total amount of contract.

Since I propose to discuss contracts, or orders without a price, here, which is of general interest, let me answer the third correspondent's special question first, viz.: Whether in case the buyer cancels can the following clause of the order form he sends be enforced: "It is understood by the purchaser that the annexed order is not to be countermanded except on payment of 20 per cent of the net amount of the goods herein purchased, as liquidated damages and not as a penalty."

My judgment is that this could not be enforced unless the seller could show that he

SCAIFE "Copper-Brazed"
TANKS
For Air, Gas and Liquids



Pneumatic and Storage Tanks
Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

Garden Hose Valves
OF
Recognized Quality
Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

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really lost 20 per cent by the buyer's breach. The clause is apparently an effort to punish the buyer for breaking the contract by making him pay more (in most cases it would be more) than the seller's actual damages. The defaulting buyer is responsible only for actual damages when they can be easily ascertained, as they could be in this case.

Now as to the legal status of orders which name no price. There are several types. One type attempts to tie the buyer up to buy certain goods at a price to be later named by the seller, the consideration for the contract being the formal one of "one dollar and other valuable considerations." Another type ties the buyer up to buy certain goods at a price to be named later by the seller, but gives the buyer the right to confirm the price when named. Of course, there is no question about that form of contract.

A third type is the one most in use and the one that figures in most discussions. It binds the buyer to take certain goods at the price to be named by the seller. There are no "ifs" and "ands" about it; the buyer puts himself wholly in the seller's hands and agrees to take the goods no matter what the price is:

Are such contracts legal? I have no doubt of it. Whether they are wise contracts to make of course depends on circumstances, but there is no reason why a buyer should not bind himself to take certain goods at whatever figure the seller may fix. And such contracts have been expressly held to be legal by court decisions and are legal under a clause of the uniform sales act, which is in force now in most of the states.

A contract or order to be binding and enforcible, must of course be complete. It must contain all the necessary elements: Date, names of parties, description of goods covered, general terms, such as dates of delivery, warranties if any, discounts, and of course price, but no price need be named if the parties agree in the contract on a way in which the price is to be fixed.

The following is from a leading case:

There can be no sale if the parties have not agreed expressly or by implication, upon the price, or upon the manner in which it is to be determined. The price may be left to be fixed in such manner as may be agreed upon in the contract of sale, as by the market price of the comodity at a certain time and place, or by any other method by which it can be determined with reasonable certainty. So the price may by agreement be left to be fixed in accordance with a valuation of the goods to be subsequently made by some third person.

And section 9 of the uniform sales act, which probably governs most of the written orders for goods executed in this country (it does not govern those made in California, however, as that state has not yet passed the uniform sales act) provides as follows:

First—The price may be fixed by the contract or may be left to be fixed in such manner as may be agreed, or it may be determined by teh course of dealing between the parties.

My judgment is that a contract for goods

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

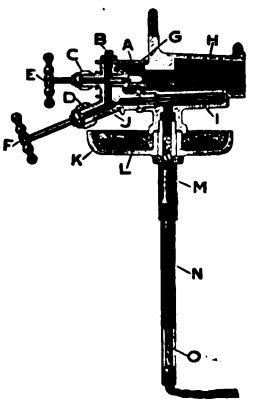
MANUFACTURED BY

THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.



See Those Two Needles

The upper needle has a plug point in which a straight cleanout needle is set and it is used to clean the orifice. **It is impossible to damage the orifice with this needle.** Then look at the lower needle. This also is a plug or valve needle and controls the fuel and **this needle cannot injure the burner.** Remember that over sixty per cent of Torches that are out of order were ruined by sharp point needles. Send for booklet— it tells all about this wonderful Kerosene or Gasoline Burner.

CLAYTON & LAMBERT MFG. CO.

10611 Knodell Ave., Detroit, Mich., U. S. A.

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which binds the buyer to pay a price to be later fixed by the seller, or by anybody else, is legal and enforcible anywhere in the United States. I can see no possible escape from such a contract, if executed properly. Certainly the fact that the price when named was higher than the buyer expected, would not be a way of escape.

LARGE AND POWERFUL BLOW TORCH



The new and improved double blunt needle torches, recently introduced by the Clayton & Lambert Manufacturing Company, Detroit, Michigan, are made in three sizes—two quart, quart and pint capacity.

The two quart torch, No. 206, herewith illustrated, is of special interest to all those who require a heavy duty torch. The burner is extra large and powerful; the makers claim it produces about three hundred degrees more heat than any other blow torch and burns with a pure blue flame remarkable for its intensity and "pep"—either gasoline or kerosene can be used in operating it.

The No. 206 torch is recommended by the makers for preheating, brazing, tempering and annealing and in fact, for all kinds of heavy work, such as is done in factories, railroad and machine shops and shipyards. It is a most excellent torch for automobile repair work, such as heating and straightening axles and frames and brazing brake rods, etc. This torch is also equally satisfactory for use outdoors in extremely cold or windy weather and for telephone, telegraph, railway and municipal construction work.

Three very important features are combined in the construction and use of the No. 206 double blunt needle torch, viz.: Maximum efficiency, minimum cost of operation and nominal expense for upkeep. This is due to the improved double blunt needle construction of the burner which causes perfect combustion of the fuel and at the same time prevents the vital parts of the burner from being destroyed by the carelessness of the operator, in fact, the burner is the most durable part of this double blunt needle torch. The lower needle is a shut-off and the upper a cleaner needle, which automatically removes any obstruction in the orifice thus making a clear passage for the gas under all conditions. The burner orifice cannot be enlarged by forcing the needle which, is a common fault with the ordinary style of blow torch.

Complete information, together with a catalog showing the full line of Clayton & Lambert torches and fire pots can be secured by writing the manufacturers at the above address.

A plumbing shop has been opened at 25 West Carillo St., Santa Barbara, Cal., by Davens and Crow. Both men have been connected with local plumbing firms in that city for many years.

The Sanitary Plumbing Co., Long Beach, Cal., purchased the new building which will be occupied by them, they engaging in a general plumbing business, with a capital stock of $75,000.



Nye the Die Man

A Fizz or a Fizzle

A fellow tried to mix me a fizz the other night—but it was a fizzle.

He had left out the most important part—and you know what the most important part is.

There are lots of dies that are a fizzle, because they are not

NYE DIES

They are all there, except the **most important part.**

There is something important left out—like the patented skip tooth feature, for instance.

And other dies, too, are often made of the best tool steel—for the money.

NYE DIES

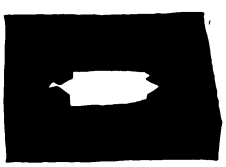
are made of the best tool steel—for **any** money.

Best in material, best in design, best in operation—best in the world!

Nye Dies cut quicker, smoother, easier than any other.

They speed up pipe-threading—and that speeds up the whole shop.

HARRY G. NYE.



Nye Solid Die

The Nye Tool & Machine Works

108-128 No. Jefferson St.

Chicago, Ill.

Have you seen our cat?



Nye Armstrong Die

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A GREAT LITTLE GRATE

It will soon be time to supply motorists throughout the country who enjoy long tours, camping trips and picnic parties. An item for this trade, which has proved attractive is the camp grate designed and manufactured by the Boyle Manufacturing Company.

The construction makes it possible to use the grate on any kind of ground without the necessity of burying the legs. Keepers into which the legs fit give the device rigidity and add strength and durability. The top plate is divided into two distinct sections. One is depressed for use as a skillet. This avoids the inconvenience of carrying frying pans, griddle irons and other cumbersome utensils. The other half of the top plate consists of a grid with round grate bars, which are hollow and allow cool air to circulate through their length. This method of construction eliminates any possibility of warping. When so desired, the camper may use the entire top surface, bars and skillet arrangement, for pots, pans or kettles.

The entire grate, legs, top plate and skirting, may be quickly and easily dissembled and fit together in a neat, compact package the exact size of the top plate itself. Dealers in all parts of the country may expect an enthusiastic demand for it from all classes of motorists.

COLEMAN LAMP CO. REDUCES TO PREWAR PRICES

A cut to practically pre-war prices has been announced by the Coleman Lamp Co., which means a drop in their price of from 10 per cent to 20 per cent, according to Chas. E. Parr, general sales manager. The new price is based on the actual cost of material and labor during the first week of 1921.

Last year the value of their products was approximately $4,000,000. At a recent convention of their salesmen prizes were awarded to the salesmen showing the best work done during the past year. They report a very optimistic outlook throughout their entire territory.

Poindexter and Skoegard, Lamoore, Cal., report an active season thus far and anticipate to be quite busy in plumbing and hardware lines.

There's only letter of difference between l-e-a-r-n-i-n-g and e-a-r-n-i-n-g.



Self-Sellers

There's a West Bend Aluminum Kitchen Utensil for every need—200 of them in fact—and their smooth, clean, bright lustre attracts any housewife who may enter your store.

Every piece of exceptionally beautiful design. Percolators with patent features which appeal instantly to the buyer. Kettles with non-slip lids; tea kettles that fill thru the spout.

West Bend ALUMINUM WARE

Bears the Star of Approval of Good Housekeeping Magazine. As a means of building regular trade or holding Special Aluminum sales, the West Bend line is most desirable because of its uniform high quality, and the Great Variety of the Big West Bend line. Profitable because of the possibility of quick turn-over. We can fill your order from stock without delay.

Write for catalog and price list.

West Bend Aluminum Co.

Dept. D, West Bend, Wis.

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BUSINESS OPPORTUNITIES

FOR SALE

A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to-date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.

In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.

Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.

FOR SALE

Hardware, Furniture and Implement business in one of the best irrigated sections of the Sacramento valley. Stock will invoice between $35,000 and $40,000. A good business with a big future. Sales for the first six months of 1920, $50,000. Buildings for sale or lease. Address C. & H., care HARDWARE WORLD.

POSITION WANTED

Wholesale salesman with considerable sales experience, well acquainted with architects and contractors of San Francisco Bay district, desires connection with wholesale hardware or specialty house. Address F. M. M., care HARDWARE WORLD.

YOUNG MAN FOR COLORADO

Will sell quarter interest in an active retail business in Colorado to young man who wishes to locate and be active in the trade. Might take charge of bookkeeping department or any other that he wishes. Sales will reach $75,000 this year. Box 25, care HARDWARE WORLD.

SALESMAN WANTED

Now calling on the Hardware Trade, to represent well known Fishing Tackle line as a side issue. Address Donald Craigie, 325 Sutter St., San Francisco, California.

FOR SALE

Hardware and Plumbing business in a thriving city, 32 miles from Los Angeles, Calif. Stock will invoice approximately $30,000.00. Will sell Hardware separate if desired. No trades. Reason for selling wish to retire. Address H. N. A., care HARDWARE WORLD.

FOR SALE

At a bargain—1 No. 51 Round Oak Base Burner; 1 No. 172 Columbian Art Base Burner. A-1 condition. Address Roanoke Hdwe. Co., Roanoke, Ill.

FOR SALE

Completely equipped tin shop in live central Washington town. Fine location and good business possibilities. $400.00 will handle this deal, balance as you make it. A chance for a live man. Address W. W. H., care HARDWARE WORLD.

TRADE RHYMES $1.00

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

FOR SALE

Hardware business in the Walla Walla Valley for sale—no competition. New stock and new brick building with ten year lease. Building 70x80, with dandy basement. Stock and fixtures approximately $50,000; sales this year, $165,000. Principal lines carried: Hardware, Farm Implements, Auto Accessories, Harness, Furniture. Write H. S. Fender & Son, Prescott, Washington.

WANTED

Position in Hardware and Furniture Store. Have twelve years' experience in the business, five years as a buyer and manager. Have been located in the Middle West, but wish to get first hand acquaintance with Pacific Coast conditions with a view of permanently locating here. Address, N. Dak., Care HARDWARE WORLD.

WANTED

To buy small Hardware stock in the vicinity of San Francisco. Give full information and terms. Address Box 250, Indiana, care HARDWARE WORLD.

WANTED

Position in Hardware Store. Thirty years of age; twelve years' experience; best of references. Address H. W. B., care HARDWARE WORLD.

SYSTEMATIZE YOUR STOCK BINS

Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.

I CAN GIVE YOU GOOD REPRESENTATION

On the Pacific Coast if you manufacture household appliances or utilities. If you want to increase your sales and extend your trade through live representatives—write me. Address A. G., care HARDWARE WORLD.

FOR SALE

A complete line of hardware, building material, plumbing goods, lumber, etc. The same will invoice about $25,000. Located in a thriving and growing community of about 10,000 people and doing a business of about $80,000 per year. Located fifty miles from railroad—therefore able to make good profits. Reason for selling is, owner wishes to retire from business. Terms: one half down, balance on time to suit purchaser. Address L. A. H. Co., care HARDWARE WORLD.

WANTED

A good clean stock of Hardware or General Merchandise, in exchange for a $31,000 first mortgage on a well improved 400 acre irrigated ranch. Address Shoshone Hardware Co., Shoshone, Idaho.

WANTED

Warm Air Furnace salesman for local territory, who is capable of handling sales, planning and supervising the installations. Sales average about one hundred furnaces a year. Address H. J. M., care HARDWARE WORLD.

WANTED

Buyer and Manager, 36 years of age, 17 years' experience in Wholesale and Retail Hardware and Housefurnishings, 8 years as Buyer and Manager, wishes connection with progressive wholesale or dept. store as Buyer and Manager. Now employed, good reasons for changing. Address L. G. L., care HARDWARE WORLD.

Coast Made for Coast Trade



Guaranteed for 20 years

Plant No. 1, LaGrange, Illinois
Plant No. 2, Lemont, Illinois
Plant No. 4 and Rolling Mills, East LaGrange, Illinois

LIFETIME WARE
PURE ALUMINUM

Write Dept. A for Catalog

Better Service
Quicker Deliveries
Less Freight Charges

These are the advantages our Oakland Factory offers the Coast Trade

"LIFETIME" Aluminum Cooking Utensils

Outwear Any Ware Anywhere

(Pure Aluminum)

PLANT No. 3

ALUMINUM PRODUCTS COMPANY
Of the Pacific Coast
OAKLAND CALIFORNIA

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box. Blank Rim Fire	Semi-Smkls Less Smk	Smkls
22 Short	$. 20	$ ...	
32 Short	.40	...	
Blank Center Fire—			
32 S & W	.75	...	
38 S & W	.90	...	
38 Long Colt	1.35	...	
44 W C F	1.65	...	
Shot Rim Fire—			
22 Long	.65	.70	
32 Long	1.20	...	
Shot Center Fire—			
32 S & W	1.10	...	
32 W C F	1.45	...	
38 S & W	1.30	...	
38 W C F	1.65	...	
44 W C F	1.65	1.90	
44 X. L.	1.85	2.05	
44 Game Getter	1.65	1.90	
Rim Fire, Ball—			
BB Caps	...	.40	
CB Caps	...	.50	
22 Short	.30	.35	
22 Short H P	.35	.40	
22 Long	.40	.45	
22 Long H P	.45	.55	
22 Long Rifle	.45	.50	
22 Long Rifle, H. P.	.50	.55	
22 W R F	.60	.65	
22 W R F, H P	.65	.70	
22 Win Auto	...	.65	
22 Win Auto, H P	...	.70	
25 Short Stevens	.70	...	
25 Stevens	.95	...	
32 Short	.75	...	
32 Long	.85	...	
38 Short	1.10	...	
38 Long	1.40	...	
41 Short	1.20	...	
Center Fire Pistol—			
22 Win. SS	1.50	1.75	
25 Colts Auto	...	1.60	
25-20 Single Shot	1.75	2.05	
25-20 Win	1.55	1.80	
25-20 Win HV	...	2.00	
7.63 MM-Mauser	...	2.40	
7.65 MM-Mauser	...	2.40	
9 MM-Luger	...	2.60	
32 Colts Auto	...	1.75	
32 Colts Short	1.10	1.20	
32 Colts Long	1.25	1.35	
32 Colts Police Positive	1.25	1.35	
32 S & W	1.10	1.20	
32 S & W Long	1.25	1.35	
32-20 Marlin	1.55	1.90	
32 Winchester	1.65	1.90	
32-20 Win HV	...	2.00	
35 S & W Auto	...	1.75	
38 Colts Auto	...	2.50	
38 Colts Short	1.40	1.55	
38 Colts Long	1.50	1.60	
38 Colts Police Positive	1.40	1.55	
38 S & W	1.55	1.65	
38 S & W Special	1.70	1.80	
38 Winchester	1.85	2.30	
41 Colts Short DA	1.65	1.80	
41 Colts Long DA	1.90	2.15	
44 Bull Dog	1.75	...	
44 S & W Amer	2.00	2.15	
44 S & W Rus	2.15	2.30	
44 S & W Special	2.30	2.50	
44 Webley	1.80	...	
44 Winchester	2.00	2.45	
45 Colts	2.15	2.40	
45 Colts Auto	...	2.90	
Center Fire Military and Sporting—			
22 Savage	...	1.60	
250-3000 Savage	...	1.75	
25-21 Stevens	2.30	...	
25-25 Stevens	1.90	2.85	
25-35 Winchester	...	1.40	
25-35 Short Range	...	1.40	
25-36 Marlin	...	1.40	
25 Remington Rimless	...	1.40	
6 MM U S N	...	2.10	
7 MM Spanish Mauser	...	2.10	
7.655 MM Bel Mauser	...	2.10	
8 MM Mauser	...	2.10	
9 MM Mauser	...	2.30	
30-30 Winchester	...	1.60	
30 Remington Rimless	...	1.60	
30 Government Rimless	...	2.30	
303 Savage	...	1.60	
32 Remington Rimless	...	1.60	
32-40 Winchester	1.20	1.35	
32-40 Winchester H V	...	1.60	
32 Winchester Slf Ldg	...	2.80	
32 Winchester Special	...	1.60	
38 Winchester	...	2.10	
35 Remington Rimless	...	1.75	
35 Winchester	...	2.30	
35 Winchester Slf Ldg	...	2.90	
351 Winchester Slf Ldg	...	2.30	
38-55 Winchester Lead	1.45	1.75	
38-55 Winchester HV	...	1.95	
38-56 Winchester	1.45	1.75	
40-60 Marlin	1.50	...	
40-60 Winchester	1.50	...	
40-65 Winchester	1.50	1.75	
40-70 Winchester	1.55	...	
40-72 Winchester	1.55	1.80	
40-82 Winchester	1.55	1.80	
401 Winchester Auto	...	1.70	
405 Winchester	...	2.50	
45-60 Winchester	1.55	...	
45-70-405 Government	1.55	1.80	
45-75 Winchester	1.55	...	
45-90 Winchester	1.65	1.80	

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot 1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35
3¼ drs. x Buck shot, drop shot 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot 1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot 1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot 1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30
20 2¼ drs. x ¾ oz., chilled shot 1.25
2½ drs. x ⅞ oz., chilled shot. 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35
3½ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	...	1.50
10 Ga., per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	..	1.80
10 Ga. per 100	..	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	...	2.30
10 Ga. per 100	...	2.40

Empty Brass Shells—

Best Qual. 12, 16, 20 28, Box 25	...	2.75
2nd Qual. 12, 16, 20 28, box 25	...	2.10

Wads—

Cardboard, box 250	...	.20
Black Edge, Reg., box 250	...	.50
Black Edge, ¼ in., 125 in box	...	.40
Black Edge, ¼ in., 250 in box	...	.30

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—	
Universal	3.00
Griddles—	
Size 7	4.25
Size 8	4.75
Size 9	5.50
Size 10	5.00
Size 12	6.00
Kettles, Berlin—	
2½ quarts	7.00
4 quarts	8.25
5 quarts	10.00
6 quarts	11.00
Kettles, Maslin—	
4 quarts	6.50
6 quarts	7.00
8 quarts	9.75
12 quarts	13.25
Kettles, Tea—	
Size 6	8.50
Size 7	9.00
Size 8	9.75
Pans, Lipped Sauce—	
2 quarts	6.00
3 quarts	6.75
4 quarts	7.25
Skillets—	
Size 6	4.50
Size 7	4.50
Size 8	5.00
Size 9	5.75
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch, Slotted	.30
Waffle Moulds—	
Size 7, Low	6.00
Size 8, Low	6.50
Size 7, Deep	6.50
Size 8, Deep	7.25

ANCHORS—Screws per 100, 3-16, $4.15: ¼, $6.25.
Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -⅝ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.25; No. 3, 30-lb., $9.50; No. 4, 40-lb., $11.00; No. 5, 50-lb., $13.00; No. 6, 60-lb., $14.50; No. 7, 70-lb., $17.00; No. 8, 80-lb., $18.50. Trenton or Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut, No. 57.

Size	½	⅝	¾	⅞	1	1¼
Each	$1.40	$1.40	$1.55	$1.90	$2.15	$2.75
Size	1⅛	1¼	2	2½	3	
Each	3.50	4.00	4.75	7.50	13.50	
16ths	8-10	11-12	13	14	15	16
60 each	1.65	1.80	1.95	1.95	2.20	2.20
62 each	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
60 each	2.40	2.40	2.70	2.70	3.00	3.00
62 each	2.90	2.90	3.25	3.25	3.60	3.60
16ths	23	24	25	26	27	28
60 each	3.85	3.85	4.50	4.50	5.35	5.35
62 each	4.60	4.60	5.40	5.40	6.40	6.40
16ths	29	30	31	32		
60 each	6.35	6.35	7.50	7.50		
62 each	7.60	7.60	9.00	9.00		

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.

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RETAIL SELLING PRICES—Continued.

L & G ENAMELED

Biggins, Coffee

0	1.15
01	1.25
00	1.35
010	1.50
020	1.65
030	1.85

Boilers, Coffee

60	1.35
70	1.75
80	2.10
90	2.65
100	3.50

Boilers, Rice

14	1.25
16	1.40
18	1.60
20	1.85
22	2.10
24	2.40
26	2.75
36	4.15

Bowls, Wash

26	.55
28	.60
30	.65
32	.75
34	.85
36	1.00

Buckets, Covered

21	.60
21½	.65
22	.70
23	.80
24	1.00
26	1.15
28	1.50
30	1.85
32	2.10
150	.70
250	.80
350	.95
450	1.10
650	1.40
850	1.90
1050	2.10
1250	2.40

Buckets, Dinner

110	2.25
111	2.40
112	2.60
118	2.90
502	1.85
503	2.10

Chambers

1	.70
1½	.85
2	1.05
3	1.15

Chamber Covers

1C	.35
1½C	.40
2C	.45
3C	.50

Colanders

1	.70
2	.80
3	1.00
104	.70
205	.80
306	1.00

Cups

3 (Mug)	.35
6	.40
8	.25
9	.25
10	.30
11	.30
25	.30
40	.40

Cups and Saucers

300	.50
300S	.25

Cuspidors

10	.65
20	.75
30	.95
200	1.25
300	1.60

Dippers, Cup

10	.40
11	.45

Dippers, Windsor

110	.45
112	.55

Dippers, Suds

4	.75

Dishes, Soap

50	.40
60	.40

Fillers, Fruit Jar

20	.35

Flasks, Coffee

10	.80

Funnels, Pieced

01	.40
02	.45
03	.50
04	.60
05	.75
06	.90

Kettles, Convex

08	.85
04	1.05
05	1.15
06	1.25
08	1.85
010	1.90
012	2.25
014	2.40
016	2.75
020	3.50

Kettles, Lipped Preserving

14	.45
16	.50
18	.60
20	.70
22	.75
24	.85
26	.95
28	1.10
30	1.25
32	1.50
36	1.85
40	2.75
50	4.15

Kettles, Milk

71	.75
72	.85
73	1.10
74	1.35

Kettles, Tea

30	1.05
40	1.25
50	1.40
60	1.55
70	1.75
80	2.10
90	2.45
100	3.00
160	1.75
170	1.90
180	2.25
190	2.75

Ladles, Deep

100	.35
110	.40
120	.45
101	.40
111	.45
121	.50

Measures

01	.35
02	.40
03	.50
04	.70
05	.95
06	1.35
11 Graduated	.70

Pails, Chamber

1	1.85
2	2.10
3	2.45
40	2.90

Pails, Water

110	1.65
112	1.85
114	2.15

Pans, Bed

1	4.15

Pans, Douche

2	2.65

Pans, Bread

11	.50
12	.65
13	.75

Pans, Cake

9	.35
10	.40
69	.40
70	.45
200	.50

Pans, Corn Cake

706	.80
709	1.00
712	1.20

Pans, Muffin

406	.70
409	.85
412	1.10

Pans, Deep Pudding

50	.35
100	.40
150	.45
200	.50
300	.55
400	.60
500	.70
600	.75
800	.85
1000	1.00

Pans, Dish

15	2.10
80	1.25
100	1.40
140	1.65
170	1.85
210	2.15
300	3.25
400	4.85

Pans, Rinsing

08	1.15
010	1.25
014	1.50
017	1.75

Pans, Lipped Fry

30	.45
31	.50
32	.60
33	.65
34	.75
35	.80
36	.85

Pans, Milk

0	.30
11	.35
15	.40
20	.45
30	.50
40	.60
50	.65
60	.75
80	.85
100	.95
120	1.10

Pans, Convex Sauce

02	.75
03	.85
04	1.00
05	1.15
06	1.25
08	1.55
010	1.90
012	2.25

Pans, Combination Sauce

1D	2.10
10T	3.15

Pans, Lipped Sauce

10	.40
12	.45
14	.50
16	.55
18	.60
20	.65
22	.75
24	.85
26	.95
28	1.10
30	1.35

Pans, Straight Sauce

250	.85
350	.95
450	1.15
650	1.35
850	1.60

Pans, Stew

3	.45
4	.50
5	.60
6	.70

Pans, Oblong Stove

04	.50
100	.65
200	.70
300	.95
325	1.05
350	1.15
400	1.25
450	1.50
500	1.75
550	2.00

Pans, Square Stove

110	.85
111	.95
112	1.05
113	1.15
114	1.40
115	1.55
116	1.75
118	1.90
120	2.10

Pitchers, Molasses

601	.80

Pitchers, Water

2	1.35
3	1.50
4	1.65
5	1.25
10	1.50

Plates, Deep Pie

39	.40
40	.45

Plates, Shallow Pie

27	.30
28	.35
29	.40
30	.45

Plates, Dinner

19	.40
20	.45

Pots, Fireless Cooker

1450	2.10
1650	2.50
1850	3.00

Pots, Coffee

2½	.65
5	.80
15	.95
25	1.05
35	1.15
45	1.25

Pots, Tea

00	.70
01	.75
0	.85
10	.95
20	1.10
30	1.20
011	.85
01½	1.00
101	1.10
102	1.25

Pots, Straight Sauce

018	1.00
020	1.20
022	1.40
024	1.75
026	2.10
028	2.75
030	3.15
032	3.50

Pots, Soup Stock

318	10.75
324	13.25
336	15.25
212	6.25
218	8.25
224	10.50
236	12.50

Roasters

150	3.25
180	4.00

Skimmers, Flat

10	.35
12	.40

Spoons, Basting

10	.25
12	.25
14	.30
16	.35
18	.35

Steamers

7	1.65
8	1.85

Steepers, Tea

2	.65
3	.75

Tubs, Oval Foot

0	1.65
1	1.85
2	2.35
3	2.75
4	3.50

Turners, Cake

13	.25
14	.30

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb, 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $2.00; 1 lb., $2.25; 1¼ lb., $2.25.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.85; sheaths, 75c.
Double Bit—Handled, $8.00; unhandled, $8.00.
Single Bit—Handled warranted, $3.25; second grade, $8.00.

BAGS—WATER—

½	gallon	1.00	Faucet, 3½ gallon	3.00
1	gallon	1.40	Faucet, 5 gallon	4.00
2½	gallon	2.00	Filter, 6 gallon	5.25
5	gallon	3.75		

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 15c lb.; No. 2, 20c lb.; No. 1, 24c lb.; No. A (genuine), $1.00 per lb.; Challenge, $1.10 lb.; Special Motor, 85c lb.; Excelsior, 30c lb.; Acme, 75c lb.; XXXX Nickeled, $1.15 lb.

BARS—Crow, Pinch Point No. 10, 20c lb.; Wedge No. 15, 20c lb.; Lining No. 30, 20c lb.; Digging No. 530, 27c lb.; Tamping No. 35, 16c lb.; Claw No. 30, 20c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 70c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ¾ x 15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1562, $3.65 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. See Sparkers.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 80c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.00; 7-inch, $2.75; 8-inch, $4.25; 10-inch, $7.00.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.00. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.80 each; 1, $1.50; 2, $1.10; 3,90c; 4, 80c; 5, 70c; 6, 60c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	1.50	1.95	2.60	....
Finished brass	1.70	2.15	2.85	5.20
Nickel plated	1.80	2.20	2.85	5.00
Hose—Rough brass	1.70	2.15	2.85	9.90
Finished brass	1.95	2.40	3.10	5.75
Nickel plated	2.00	2.40	3.00	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.65	.45
12	1.00	.80	1.85	.45
13	1.15	.95	2.00	.55
14	1.15	.95	2.10	.55
15	1.35	1.05	2.25	.65
16	1.35	1.05	2.50	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $13.75. Irwin, 13 bits, $10.25; 8 bits, $7.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $4.00; large, $5.00.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2. 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 75c; No. 2, 75c; No. 3, 80c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	**Stanley, No. 1—**	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Wood Tackle—

	Com Sngl.	Com Dbl.	Com Triple	Pat Sgl.	Pat Dbl.	Pat Triple
3	1.00	1.80	2.50	1.40	2.60	3.35
4	1.20	2.15	3.00	1.55	2.95	3.80
5	1.25	2.30	3.15	1.65	3.00	4.05
6	1.50	2.75	3.85	1.95	3.75	5.10
7	1.80	3.30	4.70	2.25	4.35	5.80
8	2.50	3.85	5.30	2.95	5.35	6.95
10	3.35	5.90	8.25	4.50	7.75	9.80
12	6.00	...	...	6.90	12.00	15.20

Steel Tackle—

Size	Single	Dbl.	Triple
3	.95	1.75	
4	1.15	2.15	2.45
5	1.35	2.35	2.55
6	1.50	2.75	3.35
7	1.50	2.75	4.00
8	2.75	4.50	5.10
10	4.25	7.00	7.50

Wood Snatch—

6	4.50
8	6.50
10	9.00
12	11.00

Tackle—Dbl. Galv.—176

¾	.30
1	.30
1¼	.35
1½	.35
1¾	.60
2	.65
2½	.85

No. 200 Buffalo—

12" Complete	44.00
14" Complete	50.00

No. 700 Climax—

12" Complete	28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x18 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt boards)—4-foot, $1.15 each; 5-foot, $1.75; 5½-foot, $2.00; 6-foot, $2.50.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Double Zinc, $1.00; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.20	1.35	.20	1.90	.30	2.55	.35	3.15	.55	4.65
2	.20	1.50	.25	2.05	.35	2.80	.40	3.15	.55	4.65
2½	.20	1.65	.25	2.20	.35	3.00	.45	3.70	.55	4.65
3	.20	1.75	.25	2.35	.35	3.20	.45	4.00	.60	5.05
3½	.20	1.85	.30	2.55	.40	3.40	.50	4.30	.65	5.45
4	.25	2.00	.30	2.70	.40	3.65	.55	4.60	.70	5.85
4½	.25	2.15	.35	2.85	.45	3.85	.55	4.85	.75	6.25
5	.25	2.25	.35	3.00	.50	4.10	.60	5.15	.80	6.65
5½	.30	2.40	.35	3.20	.50	4.30	.65	5.45	.85	6.90
6	.30	2.55	.40	3.35	.50	4.50	.65	5.75	.90	7.30
6½	.35	2.85	.45	3.70	.60	5.00	.70	6.00	.95	7.70
7	.35	3.00	.45	3.90	.60	5.20	.75	6.30	1.00	8.25
8	.40	3.30	.50	4.20	.65	5.60	.80	6.85	1.05	9.05
9	...	....	.55	4.60	.70	6.15	.85	7.45	1.15	9.85
10	...	....	.60	4.90	.75	6.60	.95	8.00	1.25	10.65
11	...	....	...	....	.80	7.10	1.00	8.60	1.35	11.45
12	...	....	...	....	.85	7.50	1.05	9.15	1.45	12.25
14	...	....	...	....	...	....	....	....	1.60	13.90
16	...	....	...	....	...	....	....	....	1.75	15.45
18	...	....	...	....	...	....	....	....	1.95	17.00
20	...	....	...	....	...	....	....	....	2.15	18.70

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

Size—	⅛, 5-32" Doz.	100	3-16" Doz.	100	¼" Doz.	100	5-16" Doz.	100	⅜" Doz.	100
⅜	.10	.70	.10	.70	...	...	...	...	...	...
½	.10	.70	.10	.70	.15	1.00	...	...	...	...
⅝	.10	.70	.10	.70	.15	1.00	...	...	...	...
¾	.10	.70	.10	.70	.15	1.00	...	...	...	...
⅞	.10	.75	.10	.75	.15	1.00	...	...	...	...
1	.10	.75	.10	.75	.15	1.05	.20	1.50	.25	2.20
1¼	.10	.80	.10	.80	.15	1.10	.20	1.55	.30	2.30
1½	.10	.85	.10	.85	.15	1.20	.20	1.65	.30	2.40
1¾	.15	.90	.15	.90	.15	1.25	.25	1.75	.30	2.55
2	.15	.95	.15	.95	.20	1.30	.25	1.85	.35	2.70
2¼	...	...	.15	1.00	.20	1.35	.25	1.95	.35	2.90
2½	...	...	.15	1.05	.20	1.45	.25	2.00	.35	3.05
3	...	...	.15	1.20	.20	1.60	.30	2.15	.40	3.25
3½	...	...	.20	1.35	.25	1.85	.30	2.40	.45	3.70
4	...	...	.20	1.50	.25	1.95	.35	2.65	.50	4.50

BOLTS—Machine, Square Head and Nut—

Size	¼" 16	100	5-16" 10	100	⅜" 10	100	7-16" 10	100
1-1½	.20	1.90	.25	2.25	.30	2.70	.40	3.60
2	.25	2.00	.30	2.40	.35	2.90	.45	3.85
2½	.25	2.10	.30	2.50	.35	3.05	.50	4.10
3	.25	2.20	.30	2.65	.35	3.25	.50	4.35
3½	.30	2.30	.30	2.75	.40	3.40	.55	4.60
4	.30	2.40	.35	2.90	.40	3.60	.55	4.85
4½	.35	2.80	.40	3.50	.50	4.30	.60	5.15
5	.35	2.90	.40	3.65	.50	4.50	.65	5.40
5½	.35	3.00	.45	3.80	.55	4.70	.65	5.65
6	.35	3.10	.45	3.95	.55	4.90	.70	5.90
6½	.40	3.20	.50	4.10	.60	5.15	.70	6.15
7	.40	3.30	.50	4.25	.60	5.30	.75	6.40
8	.40	3.50	.50	4.55	.65	5.75	.80	6.90
9	.45	3.70	.55	4.85	.70	6.15	.85	7.45
10	.45	3.90	.60	5.15	.75	6.55	.90	7.95
11	.50	4.10	.65	5.45	.80	6.95	.95	8.45
12	.50	4.30	.65	5.80	.85	7.35	1.00	8.95

Size	½" 10	100	⅝" 10	100	¾" 10	100	⅞" 10	100
1-1½	.50	4.60	.75	6.65	1.15	9.85	1.55	13.45
2	.55	4.95	.80	7.15	1.20	10.55	1.65	14.35
2½	.60	5.25	.85	7.65	1.30	11.25	1.75	15.25
3	.65	5.60	.95	8.10	1.40	12.00	1.85	16.15
3½	.70	5.95	1.00	8.60	1.45	12.70	1.95	17.10
4	.70	6.25	1.05	9.10	1.55	13.40	2.10	17.95
4½	.75	6.60	1.10	9.55	1.65	14.10	2.20	18.80
5	.80	6.95	1.15	10.05	1.75	14.80	2.30	19.70
5½	.85	7.25	1.20	10.55	1.80	15.50	2.40	20.60
6	.90	7.60	1.25	11.00	1.85	16.20	2.50	21.50
6½	.95	7.95	1.30	11.55	1.95	16.90	2.60	22.40
7	1.00	8.25	1.40	12.00	2.00	17.60	2.70	23.30
8	1.05	8.95	1.50	13.00	2.20	19.00	2.90	25.10
9	1.10	9.60	1.60	14.00	2.35	20.40	3.10	26.90
10	1.15	10.25	1.75	15.00	2.50	21.80	3.30	28.70
11	1.25	10.95	1.85	16.00	2.65	23.25	3.50	30.50
12	1.35	11.60	1.95	16.90	2.85	24.65	3.70	32.30
13	1.40	12.25	2.05	17.85	3.00	26.00	3.90	34.00
14	1.50	12.90	2.15	18.80	3.15	27.45	4.10	35.85
15	1.55	13.60	2.25	19.75	3.35	28.85	4.35	37.65
16	1.65	14.25	2.40	20.75	3.50	30.30	4.55	39.45
17	1.70	14.95	2.50	21.70	3.65	31.70	4.75	41.20
19	1.85	16.25	2.75	23.70	3.95	34.50	5.15	44.80
18	1.80	15.60	2.60	22.70	3.80	33.10	4.95	43.00
20	1.95	16.95	2.85	24.65	4.15	35.90	5.35	46.60
21	2.00	17.60	2.95	25.60	4.30	37.30	5.55	48.40
22	2.10	18.25	3.05	26.60	4.45	38.75	5.75	50.15
23	2.15	18.90	3.15	27.60	4.60	40.00	6.00	52.00
24	2.25	19.60	3.30	28.55	4.75	41.50	6.20	53.75
25	2.35	20.25	3.40	29.55	4.95	42.95	6.40	55.55
26	2.40	20.90	3.50	30.50	5.10	44.35	6.60	57.35
27	2.45	21.60	3.60	31.50	5.25	45.75	6.80	59.15
28	2.55	22.25	3.75	32.45	5.40	47.15	7.00	60.95
29	2.65	22.90	3.85	33.45	5.60	48.60	7.20	62.75
30	2.70	23.60	3.95	34.40	5.75	50.00	7.40	64.50

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—

4-inch	.20
5-inch	.25
6-inch	.30
8-inch	.60

Cast Iron, Japanned—

3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.40

CHAIN—

Cast Iron, Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.25

CUPBOARD, Japanned—

3-inch	.55
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

FLUSH, Angle—All Finishes, Cast Bronze—

2-inch	.40
31-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50

Cast Bronze, All Finishes—

3-inch	.50
4-inch	.55
5-inch	.70

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes—

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.65
6-inch	1.00
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.75
22	4.25
61	2.25
62	3.25
71	3.25
72	4.75
81	4.50
82	6.25
91	4.00
92	5.75
592	6.75

Ferrostat—

504R	11.00
505R 2-qt.	16.00
505N	16.50

BOXES—Mitre—

Goodell—

1285 26x4	28.00
1305 25x5	29.00
1306 30x5	30.00

Stanley—

50½	13.25
246	25.50
358	32.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp—

72	25.00
73	25.75
74	30.50
75	31.25

Stearn's Perfection—

20	5.00

BRACES—

P. S. & W., No. 7008, $5.75 each; No. 7010, $6.00; 7012, $6.25; 8010B, $7.50; 8012B, $8.00; 8014B, $8.25.

Stanley, No. 921, 8-inch, $6.00 each; 10-inch, $6.25; 12-inch, $6.50; 14-inch, $6.75.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.25	3x 4	.40
4x 5	.30	4x 5	.45
5x 7	.40	5x 7	.60
6x 8	.45	6x 8	.75
7x 9	.50	7x 9	.85
8x10	.60	8x10	.95
10x12	.75	10x12	1.15
12x14	1.25	12x14	2.50

FILLERS—Thermos and Universal—

½ Pint	1.50
1 Pint	1.75
1 Quart	2.50

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars. Fillers

600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos— Jugs. Fillers

556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1⅛-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $4.50 each; No. 8, $5.50 each; No. 44, $4.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.35; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.75	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	2.00	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattan, 8 rows, 14 in.	1.25

BRUSHES—

CASTING—	
Round	.80
Oblong	.60
Counter—	
Dusting, com.	.90
Extra quality	1.20
White bristles	1.75
FLOOR—	
Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25
Garage—	
Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25
Gear—	
Handles	.65
Hand or Nail	.10
Horse—	
Rice Root, 12½ lb	.75
Rice Root, 18 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 18 lb.	.95
Mixed Fibre, 18 lb.	.90
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	.85
Kalsomine—	
7-in., single	2.40
3x7½ in blocks	6.75
Marking—(Round)—	
White bristles—	
⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.30	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—	
3 knots, 14-lb.	2.00
4 knots, 18-lb.	2.50
Sash—Chisel Point—	
½x1½-in.	.30
¾x1¾-in.	.35
⅞x2-in.	.30
1x2¼-in.	.40
Scrub—	
Gray Tampico, 10"	.40
Gray Tampico, 12"	.50
Ox Fibre, 7"	.40
Ox Fibre, 10"	.50
Ox Fibre, 12"	.55
White Tampico, 8"	.35
White Tampico, 11"	.50
White Tampico, 12"	.70
Shoe—	
Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅝-in.	.35
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85
Sink—	
Ox Fibre	.15
Split Bamboo	.05
Shaving—Rubber Set—	
Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00
Stencil—	
1½-in., 2½-lb.	.35
1¾-in., 3¾-lb.	.35
1¾-in., 5-lb.	.45
1¾-in., 6-lb.	.55
Window—	
Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.15
Squeegee, 10-in.	.30
Squeegee, 12-in.	.35
Squeegee, 14-in.	.40
Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 2, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

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RETAIL SELLING PRICES—Continued.

CANTEENS—Bear Brand and Boyco, Covered, price each—

	No Straps	With Straps
No. 2	1.15	1.50
No. 3	1.25	1.65
No. 4	1.35	1.75
No. 6	1.75	2.10
No. 8	2.00	2.50
Government, Covered	....	1.50
Plain, No. 06	.90	1.05
Plain, No. 08	1.00	1.15
American or Boy Scout, Covered	....	1.25
Canteen Straps		.20
Lincoln Auto, Covered, No. 100	....	2.00
Lincoln Auto, Covered, No. 200	....	2.50
Lincoln Auto, Covered, No. 300	....	2.85

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	3.25	4.25
2½x4½	3.50	4.35

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CESSPOOLS—BELL—

	Hinge	Loose
2-inch 6x6 Bell	1.50	1.25
3-inch 9x9 Bell	2.00	1.75
4-inch 13x13 Bell	4.00	3.25

CHAINS—Tire.

Size Tire—Weeds	Pair	Size Tire—Weeds	Pair
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	13.00
		5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 30c lb.; 5-16, 25c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Proof Twisted Link (coil)—3-15 black, 33c lb.; ¼, 30c lb.; 5-16, 30c lb.; ⅜, 30c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅝, 25c lb.; ½, 25c lb.; ⅝, 25c lb.; ¾, 25c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c.; No. 12, 10c; No. 10, 12½c; No. 8, 15c; No. 6, 25c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 40c yd.; 3, 45c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	4.50	0	2.00
10	7.00	1	2.50
12	6.50	2	3.00
22	11.00	3	4.00
32	14.00	304	9.75
		Russwin	
501	2.75	0 R	2.75
502	3.25	1 R	3.25
702	4.50	2 R	4.00
		3 R	5.50

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Rye
1	.90	.75
1⅛	....	.85
1¼	1.45	1.00
1⅜	....	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.55	.50	.50
5-16	.25	.35	.60	.50	.55
⅜	.25	.40	.65	.55	.60
½	.30	.45	.75	.65	.75
⅝	.40	.55	.85	.70	.85
¾	.45	.65	.90	.90	1.00
⅞	.75	.90	...	...	1.25
1	.80	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.75 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1 $6.35; 2, $7.50; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dazey, No. 10, 65c; 20, 95c; 30, $1.25; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.35; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle— 25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carpenters'—Opens 3 ft., pair, $10.50; 4 ft., $11.65; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common. 2½-inch, 85c each; 3-inch, $1.00; 4-inch, $1.35; 5-inch, $1.75; 6-inch, $2.25; 8-inch, $3.50; 10-inch, $4.35; 12-inch, $5.75.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.25
No. 1	5.75	No. 1	3.75
No. 2	8.00	No. 2	3.75
No. 3	10.50	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized— Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.13	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
⅝ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05½
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal or Galv.	.06
8 mesh	.14	16 M—Opal or Galv.	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each	No.		Each
Ball—	½-inch...	1.40		7-inch...	1.60
	⅝-inch...	1.65		8-inch...	2.40
	¾-inch...	2.15	Gas Hose—	⅜-inch...	.50
	1-inch...	3.65		½-inch...	.55
Floats 395—	5-inch...	.65		¾-inch...	.75
	6-inch...	.90			

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	⅝"	1"	1¼"	1½"	2"
Each	.75	.80	.90	1.00	1.75	2.60	3.75	6.50

COMPASSES—No. 40-4, 45c each; 6, 60c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each; No. 30, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.
Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—2-gal. with push faucet, $5.50 each; 3-gal., $6.75; 4-gal., $8.50; 6-gal., $10.00; 8-gal., $12.50; 10-gal., $14.50.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		5 pints	2.50
8½ inch.....	3.25	6 pints	2.75
9½ inch.....	3.50	Tea Pots.	
10½ inch.....	3.25	2 pints	1.85
Coffee Pots.		3 pints	2.00
3 pints	2.00	4 pints	2.25
4 pints	2.25	5 pints	2.50

COPPERS, SOLDERING—Family—
1, per set 10.50
2, per set 11.25
Tinners—
½ pound, per pair..... .25
1 pound, per pair..... .35
1½ pound, per pair..... .50
2 pound, per pair..... .60
3 to 14 pounds ..... .55

CORD—Sash, Common—Per hank: No. 6, $1.50; 7, $1.85; 8, 2.25; 10, $3.50; 12, $4.75.
Silver Lake—Per hank: No. 6, $2.00; 7, $2.60; 8, $3.10; 10, $5.00; 12, $7.25.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Nereross, 1 GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW3, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.50 each; 2, $4.75; 3, $8.00; 4, $15.75; 5, $23.50.
Saunders—No. 1, $3.00 each; 2, $4.50; 3, $11.00.
Trimo—No. 1, $4.00 each; 2, $5.50; 3, $9.00.

DAMPERS—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varn. ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.00; 3x7, $4.25.
100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.
200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.
400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.
276 Black 1⅛-in.—2-6, $4.35; 2-8, $4.50; 2-10, $4.75.
311 Black 1⅛-in—2-6x6-6, $5.25; 2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00.
391 Galv.—2-8x6-8, $6.25; 2-10x6-10, $6.50; 3x7, $7.00; 3x6-8, $7.25.
525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.50	12A	6.50
8½	9.50	87	12.00
9¼	14.00	97	12.75
10½	24.00	118	7.50
490½	20.00	Yankee—Millers Falls, Hand—	
1003	18.00	1	3.50
1005	21.50	2	5.25
11	22.00	2B	4.75
Goodell-Pratt Breast Drills—		3A	4.00
6	5.85	5	4.00
07	5.50	98	5.75
245	5.00	105	3.75
279	13.25	306	5.50
Millers Falls (Breast)—		343	4.00
12	7.50	1980	5.75

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.00	455	9.25
4½	2.80	545	12.00
5½	5.20	550	10.50
5½B	5.20	555	13.75
49	2.30	1480	4.50
53	3.70	1445	8.00
54	4.90	1455	9.25
154	5.00	1580	6.50
259	6.40	1540	10.00
329	3.40	1545	13.00
379	3.50	1550	11.75
385	8.40	1555	13.75
445	8.00		

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	50	4.80

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.25	12	.50
3	.25	13	.55
4	.25	14	.60
5	.25	15	.65
6	.25	16	.70
7	.30	17	.75
8	.35	18	.85
9	.40	19	.90
10	.45	20	.95
11	.45	24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20	15-32	.80
3-32	.20	½	.90
⅛	.20	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.50	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.25
13-32	.70	1	2.50
7-16	.75		

Straight Shank Carbon Steel, Short Set—

1-32	.15	7-32	.25
3-64	.15	15-64	.25
1-16	.15	¼	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
⅛	.15	⅜	.50
9-64	.15	13-32	.60
5-32	.15	7-16	.70
11-64	.20	15-32	.85
3-16	.20	½	1.00
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25	36 to 40.....	.16
6 to 10.....	.22	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.20	51 to 55.....	.15
21 to 25.....	.20	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.15
31 to 35.....	.16		

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

¼	18.00	9-16	36.00
⅜	22.00	⅝	38.00
7-16	26.00	¾	52.00
½	30.00		

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—		E9646	19.00
E940	22.00	E9649	21.00
E9850	20.00	E9676	12.00
Grills—		Ranges, Table—	
E982	13.25	E9841	22.00
E984	14.00	Stoves—	
Heaters, Immersion—		E998	9.50
E970	6.00	E997	9.50
Irons, Curling—		E9960	8.50
E9901	6.75	Toasters—	
E99011	7.50	E945	9.00
Irons, Pressing—		E946	7.50
E901	9.00	Urns, Coffee—	
E902	8.00	E916	19.00
E905	8.00	E919	20.50
E9028	7.25	E9136	16.50
E9035	8.00	E9146	21.50
E9051	9.00	E9149	24.00
Pads, Heating—		E9166	25.00
E9940	12.50	E9169	27.50
Percolators—		E9176	17.50
E9485	15.00	E9179	19.00
E9437	16.50	E9166044	47.75
E9489	18.00	E9169044	50.25
E9635	13.00	Vacuum Cleaners—	
E9637	14.50	E701	39.50
E9639	16.00	Attachments	10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $11.25 each; 20502, $21.00; 20503, $25.00.

Grills—No. 116G1, $13.00 each; 136G1, $14.00; 20101, $12.50.

Heaters, Air—No. 30403, $12.50 each; 30404, $14.50; 30603, $36.00; 30604, $49.00; 116A4 (Hedlite), $12.35.

Heaters, Immersion—No. 113W16 (50201), $5.75 each; 115W16 (50202), $6.75; 115W17 (50203), $8.25.

Irons, Curling—No. 112L1, $7.50 each; 112L2, $6.75.

Irons, Pressing—1113S12 (11103), $8.75 each; 115F22 (11203), 3-lb., $7.25; 115F5 (11205), 5-lb., $8.00; 115F17 (11206), 6-lb., $8.00; 11307, $10.50

Pads, Heating—114Q3 (50142), $10.00; 114Q4 (50151), $11.25.

Percolators—No. 20611, $12.00; 20620, $13.50; 20621, $14.50; 20622, $19.00; 20650, $19.50; 114P18 (20651), $25.50; 114P17 (20652), $27.50.

Stoves—No. 116D1, $11.00; 136D1, $12.50; 20301, $8.00; 20302, $8.50; 40101, $8.50; 40102, $10.25; 40103, $14.00; 40104, $16.05; 40105, $19.50; 40106, $7.25.

Toasters—No. 114T5, $7.50; 115T1, $9.50.

Vacuum Cleaners—No. 112V2, $45.00; Attachments, $11.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglased	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.35
Knobs, No. 5½, solid	.03½
No. 5½, split	.06
Lamp Guards, Style A—16 C. P	.40
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.10
⅛ (250 feet in coil)	.11
	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 319, Cleat, Mesco No.16445	.20
No. 333, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ½-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.95
Sticktite Friction, ½-lb. rolls	.95
Paraweld Rubber, ½-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.04
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	1.25
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—
7-inch, each .25
8-inch .30
9-inch .35

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $6.00; 1-gal., $8.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	6.00	.85
3-16 inch	2.00	.30	⅜ inch	4.50	.25
¼ inch	2.50	.35	3-16 inch	6.00	.30
5-16 inch	3.00	.45	¼ inch	7.50	.35
⅜ inch	3.50	.65	5-16 inch	9.00	.40

FILES—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-8½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-8½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches, 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 30c; 5 inches, 35c; 6 inches, 35c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 60c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—Complete—No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, e.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Chain Nos.	6239	6239B	Watch Chain Bat'y No.				1204
Complete, each	$1.00	$1.10	Battery only, each				$ .25
Case and Bulb, each	.75	.85					

Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.85; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	6.45
2	4.60	3	7.65
3	5.55	4	9.45
4	6.80	6	11.85
6	8.60	8	15.40
8	11.10	10	20.50
Toy	4.00	12	24.50
White Mountain		15	29.25
1	5.55	20	38.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.55.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil —

Stebbins—¾-inch, 55c each; 1-inch, 65c; 1¼-inch, 75c; 1½-inch, 85c; 2-inch, $1.00.

Perfection—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.75; 1½-inch, $2.10; 2-inch, $3.00.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.85	77	1.65
94	2.15	71	1.00
95	2.00	90	.80
95½	1.65	91	1.65
Marking—Stanley—		92	2.75
61	.15	97	1.30
64	.50	98	2.00
65	.90		

Altitude Gauges, $5.85.
Steam Gauges, 4½-in. face I C, $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	70%	70%
Double Strength	75%	65%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.30

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 30c each; Green or Red, 85c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 75c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.60
B	.70
CX	.45
D	.35
GX	.50
LXX	.45

Imperial Liquid—

Size	1 Oz.	½ Pt.	¼ Pt.	½ Pt	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	1.80	2.80	4.50	7.00	11.25	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Liquid—

Size	1 Oz.	2 Oz.	½ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, doz.	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42— ¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.50 each; ⅜-inch, $1.50; ½-inch, $1.65; ⅝-inch, $1.70; ¾-inch, $1.80; ⅞-inch, $2.00; 1-inch, $2.10; 1¼-inch, $2.25; 1½-inch, $2.50; 1¾-inch, $2.75; 2-inch, $3.25.

P. S. & W. Firmer—

160—¼	inch 1.50	1	inch 2.10
⅜	inch 1.50	1¼	inch 2.25
½	inch 1.65	1½	inch 2.50
⅝	inch 1.70	1¾	inch 2.75
¾	inch 1.80	2	inch 3.25
⅞	inch 2.00		

GALVANIZED WARE

Boilers, Wash

227	2.75
228	3.00
229	3.25

Bowls, Wash

7	.35
7½	.40

Buckets, Fire

314	.85

Buckets, Well

101 (10 qt.)	.75

Cans, Garbage Smooth

200	1.00
300	1.35
400	1.75
500	1.85
600	2.25
700	2.75

Corrugated

2	1.15
3	1.50
4	1.90
5	2.10
6	2.50
70	2.65
80	6.75
90	7.75
100	10.75

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.70
505	1.80
605	2.10

Cans, Oil

0	.60
02	.90
15	.65
25	2.00
105	1.60
205	2.10

Canteens, see page 195.

Dippers, Laundry

525 (4-qt.)	.60

Hods, Coal

615	.80
616	.90
617	.95
618	1.00

Pails, Cement

14	1.90
114	2.90

Pails, Chamber

8-qt.	.90
10-qt.	.95
12-qt.	1.00

Pails, Stock

14	.75
16	.85
18	1.00
20	1.15

Pails, Water

8	.45
10	.50
12	.55
14	.60
16	.70

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	1.00
4	1.50

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.65
522	1.85
526	2.25

Tubs, Foot

51	.80
52	.90
53	1.05
54	1.35

Tubs, Wash

A	.80
B	.90
0	1.10
1	1.35
2	1.50
3	1.75
10 S	2.00
20 S	2.25
30 S	2.50

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RETAIL SELLING PRICES—Continued.

GRAPHITE—Flake, per lb., 80c.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.		
15 to 40 lbs.	3.00	19 inch	1.50
40 to 200 lbs.	3.00	Mounted—Hand—	
Over 200 lbs.	3.50	7 inch	3.00
Fixtures and Axle—		8 inch	3.25
15 inch	1.25	10 inch	4.00
17 inch	1.40	12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power—					
Lgth.	Wdth.	Lt.	Heavy.		
8"	9-16	.90	....		
10"	⅝	1.15	....		
10"	¾	1.35	1.95		
10"	1	....	2.45		
12"	⅝	1.35	....		
12"	¾	1.60	2.35		
12"	1	2.30	2.95		
14"	⅝	1.70	....		
14"	¾	1.90	2.75		
14"	1	2.65	3.50		
16"	¾	2.15	3.15		
16"	1	3.05	3.90		
17"	¾	2.80	....		
17"	1	3.25	4.15		
Hand, Lenox—					
Length.		Each		Doz.	
8-inch		.10		.75	
9-inch		.10		.85	
10-inch		.10		1.00	
11-inch		.10		1.10	
12-inch		.15		1.20	
Hand, Starrett, Victor, Star—					
8-inch		.10		.85	
9-inch		.10		.95	
10-inch		.15		1.10	
12-inch		.15		1.25	

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Diamon, $1.50; 40 Extension, 75c.

HAMMERS—No. 41½, $3.00 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

HAMMERS—Maydole Carpenters' Nail—No. 1, $2.35 each; 1½, $2.25; 2, $2.00; 11, $2.25; 11½, $2.00; 12, $1.85; 12½, $1.80; 13, $1.75; 14, $1.65; 34, $1.50; 611½, $3.00; 710, $3.00; 711, $2.25; 711½, $2.00; 712, $1.85; 713, $1.75.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 108, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; d76, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.25; 770½, $2.75; 771, $2.50; 772, $2.25; 773, $2.00; 774, $1.85; 775, $1.75; 776, 1.50; 777, $1.45; 778, $1.35.

HAMMERS—

Plumb's Carpenter's Nail—	
K1	1.25
TC 1½	1.25
A 11	1.20
A 11½	1.15
A 12	1.10
C 11½	1.50
C 12	1.45
P 80	2.25
P 81	2.15
P 82	2.00
P 83	1.90
P 84	1.80
P 85	2.25
P 86	2.15
P 87	2.00
Plumb's Engineer's—	
261	2.00
262	2.15
263	2.35
264	2.50
Plumb's Machinist's Ball Pein—	
18	.65
370	1.40
371	1.50
372	1.50
373	1.55
374	1.65
375	1.75
376	1.85
377	2.10
379	2.50
381	2.75
Plumb's Riveting—	
220	1.25
221	1.25
222	1.25
228	1.50
251	1.40
252	1.50
253	1.60
254	1.65
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼ x4	....	....	2.30
2¼ x4½	....	....	2.40
2½ x4½	1.25	1.60	2.50
2¼ x5	1.40	1.75	2.65
2¾ x5	1.65	2.00	3.80
2¾ x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No.	With Brackets		
20½B for 31 track		5.10	
27½B for 31 track		7.50	
	Without Brackets		
30 for 30 track		2.40	
135-1 for 31 track		3.50	
38-1 for 61 track		1.65	
Myers No. 3		3.50	
Myers No. 4		2.75	
Lanes No. 25		1.40	
Wilbern, rnd. tr., No. 5		3.00	

HANGERS, PARLOR DOOR—Complete with track—

Richards-Wilcox, Double.	
No. 11 with 14 ft. of track	5.00
Size. No. 221	
25	12.00
26	12.00
27	18.15
28	14.25
29	15.40
210	16.50
Richards-Wilcox, Single.	
No. 11, with 7 ft. of track	2.50
Size No. 221	
18	6.00
14	7.15
15	8.25
16	9.40
17	10.50
18	11.60
Prouty, No. 5S	4.85
Prouty, No. 5D	9.75
Lanes, No. 0105	4.85
Lanes, No. 0105A	4.65
Lanes, No. 0105NT	3.75
Lanes, No. 105A	9.45
Lanes, No. 105	11.50
Lanes, No. 105NT	7.75

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock—27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1310—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.
Flooring—Plumb, $3.00; White, $4.00.
Broad—1 Plumb, $2.85; 2, $3.25; 3, $3.65; 4, $4.00; 5, $4.50.
Bench—(single or double Bevel)—3 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.50; 2 Plumb, $2.65; 3 Plumb, $2.75.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.35; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $3.75.

HEADS—MOP—Cotton—No. 9, 40c each; No. 12, 50c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 60c each; No. 015, 75c; No. 018, 90c; No. 020, $1.00.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1⅛-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 30c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 35c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1⅛x 1½, $6.25; 1½x2, $8.50; 1⅝x2⅝, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AO and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Light Loose Pin Butts—289D2&F, 2x2, 35c; 3x3, 50c; 289SF2, 45c; 60c; 289N, 55c; 70c.

Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.

Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.

Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.

Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 55c; 4x4, 70c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 781½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 783, 3x3, 55c; 4x4, 75c; 5x5, $1.40.

Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.

Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.

Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.

Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Dutch Ovens—No. 8, $5.45 each; 9, $5.75; 10, $6.75; 11, $8.15; 3, $2.60; 2, $3.00; 1, $3.50; 0, $5.15; 00, $6.75.

Gem Pans—No. 1, $1.35 each; 3, 1.35; 6, $1.35; 10, $1.75; 11, $1.35.

Griddles—No. 7, $1.50 each; 8, $1.55; 9, $1.80; 10, $2.35; 12, $2.60; 14, $3.35; 16, $4.00.

Stove Kettles—No. 7, Round, $3.75 each; 8, $4.25; 9, $5.25; 7, Flat, $3.75; 8, $4.25; 9, $5.25.

Skillets or Spiders—No. 4, $1.25 each; 5, $1.45; 6, $1.50; 7, $1.60; 8, $1.75; 9, $2.15; 10, $2.55; 11, $3.15; 12, $3.80.

Scotch Bowls—No. 2, $2.45 each; 3, $2.75; 4, 3.15.

Waffle Irons—No. 7, $2.75 each; 8, $3.25; 9, $3.65; 7-D, $3.35; 8-D, $3.75; 11, $3.75; 12, $6.25.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 40c; 4, 45c; 5, 55c; 6, 65c; 7, 80c.

Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.

Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 45c; 08, 50c; 09, 65c; 1010, 75c; 012, 95c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling — **Ea.**

2½-inch cast iron .60
2¾-inch cast iron 1.50
2¾-inch, other finishes 1.60
Cast, coppered .65
Wire, coppered .65
Wire, Japanned .40
Wire, tinned .45
Wire, nickel plated .45
Wire, brass plated .70

Coat and Hat—

Double, cast, heavy .80
Single, cast .55
Medium, cast 1.00
Heavy, cast 1.50
Cast, nickel plated 1.35
Cast, copper finish 1.25
Cast, brass finish 1.15
Cast, bronze, all fin 4.75
Porcelain, solid .15
Wire, Japanned .25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, $1.00 each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 24c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 26c; ¾-inch, 29c, 1-inch, 40c; Electric, smooth, ½-inch, 24c; ¾-inch, 27c; 1-inch, 36c; Second Grade, ½-inch, 22½c; ¾-inch, 25½c; Third Grade, ½-inch, 22c; ¾-inch, 25c; Fourth Grade, ½-inch, 19½c; ¾-inch, 22½c.

IRON SHEETS—

Galvanized—	Cut Sheets	Full Sheets
10 to 20	.17	.15
20 to 30	.18	.16½
Black Sheets—		
10 to 16	.15	.12½
18 to 24	.16	.14
26 to 30	.18	.15

Corrugated Sheets, Galvanized—

26 Ga. 11.25
28 Ga. 10.25
Rockface Siding 11.50
Brickface Siding 28 Ga. 8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.10
1⅝-inch, Block	.75	1¾-inch Double	1.25
1¾-inch Single	.80	2-inch Double	1.35
2-inch Single	.85	2⅛-inch Double	1.45
2⅛-inch Single	.95	2⅜-inch Double	1.70
2¾-inch Single	1.05	2⅝-inch Double	1.85

IRONS—Sad. Common, 20c lb.

Mrs. Potts—No. 50, $4.00 per set.

70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $2.45.

KITS—Lunch—

Thermos—391-395, $3.75; 392-396, $4.00; 393-397, $4.25; 394-398, $5.00.

Universal—No. 310, $4.50 each; 320, $5.00; 410, $4.75; 510, $5.25; 3070, $4.00; 4070, $6.00.

KNIFE—Corn—

Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—

Iron handled, set, $1.75.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—

Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut

Size ¼, per ft.	.03	0 and 1, coil	.60
Size 5-16, per ft.	.03½	2, coil	.70
Size ⅜, per ft.	.04	3, coil	.80
Size 7-16, per ft.	.05	0M, 1M, 2M, 3M spl.	.80
Size ½, per ft.	.06½		
Size ⅝, per ft.	.07½		
Size ¾, per ft.	.09		

Wire		Hooks	Doz.
0 and 1, coil	.75	10	.05
		8, 9, 10	.05
		6, 7	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot: Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ829, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LANTERNS—Coleman Quick-Lite, Gasoline, LQ827—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns		Same, Brass Fount and Top	2.75
Little Star Tin Lanterns	.90	No. 2 Large Fount Blizzard Lanterns	1.65
Hi-Lo Tin Lanterns	1.25	Little Wizard Tin Lanterns	1.10
Victor Tin Lanterns	.95	No. 2 Wizard Tin Lanterns	1.45
Monarch Tin Lanterns	.95	Same, Brass Fount and Top	2.00
O. K. Tin Lanterns	1.00	No. 2 Large Fount Wizard Lanterns	1.65
No. 2 Royal Tin Lants.	1.35	Same, Brass Fount and Top	2.10
Cold Blast Lanterns		Dash and Wagon Lanterns	
Junior Tin Lanterns	.95	Buckeye Dash Lant'ns	1.85
Junior Brass Lanterns	1.75		
Junior Brass Nickel-plated Lanterns	2.00		
No. 2 Crescent Tin Lanterns	1.85		
No. 2 Blizzard Tin Lanterns	1.45		

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RETAIL SELLING PRICES—Continued.

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns 1.75
Driving Lanterns
Eureka Driving, plain lens 2.00
Same, with optical lens 2.85
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel fin... 2.35
Underwriter's Mill Lanterns 2.50
No. 2 Blizzard Mill Lanterns 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish 4.75
Same, Nickel1plated on Tin 5.25
Same, all Brass 6.00
Same, Nickel-plated on Brass 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns 2.75
No. 60 Beacon Wall Lanterns 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin 7.25
Same, Brass Founts... 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, Tin 7.75
Same, Brass Founts...10.75
Platform Lanterns
Imperial Platform Lanterns 12.50
No. 1 Climax Platform Lanterns 5.00
No. 2 Climax Platform Lanterns 5.25
Nos. 1 and 2 Climax Nested 10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment....24.50

LEAD—Bar, 20c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $3.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 98, $5.00; 108, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular hanlde, 15c; straight wire handle, 10c.
Transom, Coppered—⅛x3-in., 45c each; ⅛x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire Twisted—50 foot 20 gauge, 50c; 75 foot 20 gauge, 65c; 100 foot 20 gauge, 75c; 50 foot 18 gauge, 70c; 75 foot 18 gauge 85c; 100 foot 18 gauge, $1.05.
Wire, Solid—100 foot 9 gauge, $1.00 each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ½-inch, 50c per lb; ⅝-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.
Steel—15½x23½, $3.00 each; 17½x30, $4.00; 21½x36, $6.00.
Steel Matting in Rolls—Per sq. ft., $1.20.

MATTOCKS— Each.
Short Cutter, Standard, 5½ lbs..... 1.50
Long Cutter, Standard, 6 lbs..... 1.65
Pick, Standard, 6 lb..... 1.65
Handled, D E 3..... 1.00
Handled, C E 3½..... 1.65
Handled S Q 3½..... 1.25

MAULS—Post—10-lb., $1.65 each; 13-lb., $2.25; 16-lb., $2.75; 18-lb., $3.10; 20-lb., $3.45.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —
Junior .....42.00 Senior 65.00
Medium .....48.00 Force Feed 80.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.85	3	1.50	120	.90
8	1.15	4	2.00	140	1.10
7BD	1.25	10B	1.75	180	1.35
9BD	1.50	11B	1.75	220	1.50

MOP STICKS—No. 2, 25c each; No. 7, 50c each; No. 13, 50c each; No. 70 or Janitor's, $1.00 each.

MOWERS—Lawn
Great American—
15-inch 24.00
17-inch 26.00
19-inch 29.00
21-inch 32.00
Common—
12-inch 9.00
14-inch 9.50
16-inch 10.00
Pennsylvania—
14-inch 22.00
16-inch 25.00
17-inch 36.00
19-inch 40.00
21-inch 44.00

NAILS—New Base, $5.50.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.13; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch., 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch 1.35
6-inch 1.50
7-inch 1.85
8-inch 2.15
Nettleton's—
6-inch 2.00
8-inch 2.25
10-inch 2.50
12-inch 2.75
14-inch 3.35
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Utica—
Common, 5-inch..... 1.60
Common, 6-inch..... 1.85
Jeweler's, 3½-inch... 2.00
Jeweler's, 4½-inch... 2.25

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 30c doz.; ¼, 35c; 5-16, 40c; ⅜, 55c; 7-16, 75c; ½, 90c; ⅝, $2.00.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—
Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50
Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ 2.25
3 ..... 2.35
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .20
2 ..... .25
3 ..... .30
4 ..... .35
5 ..... .40
6 ..... .45

OPENERS (Can)—

No.	Each.	No.	Each
4	.10	140	.15
16	.15	340	.30
100	.30		

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Boss—

No.	Each.	No.	Each.
012	5.25	550	5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection—			
121 G	6.25	17 G	4.25
		122 G	7.50
Pinney & Boyle—		38	3.50
18	3.25	37	4.15
17	4.00	37 G	4.25

PACKING—Sheet Rubber—Standard I C., 35c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.

PADS—Sweat—No. 63 N12, Red Edge, $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—

No.	Each.	No.	Each.
958	.35	1903	.60
2802¼	.45	9902	.85
2822¼	.65	9902 N C	.75
2869	1.35	21090	1.00
2879	2.10	**Yale—**	
2880	2.35	228	1.00
2881	3.00	225	1.40
2883	4.50	458 J	.45
Miller—		458 X	.45
1	1.35	568	1.35
016	.35	565	2.25
18	.40	585	2.50
18 ½	.40	635	2.25
19	.40	645 J	.80
21	.50	803	2.50
75	.55	805	2.50
76	.35	805½	3.00
78	1.00	813	2.75
96	.55	815	2.50
96C	.75	823	3.00
121	.55	833	3.50
5441	1.15	843	4.00
Slaymaker—		853	4.50
1902	.75	8454	3.50

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon 2.00
5 gallon 1.70

Alum—
Pwd., less than 100 lbs., lb. ..... .14

Benzine—
New cans, casd., gal. .60
Old cans, uncsd, gal. .40

Coal Tar—
5-gal. .....Gal. .50
1-Gal. .....Gal. 65

Creosote—
Gal. ..... .70

Distillate—
Light, gal. ..... .40

Glue—
No. 2 Gelatine.... .50
Chicago White ... .50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.21
1's .....Gal. 1.50
½'s .....½-Gal. .85
¼'s .....Qt. .50
⅛'s .....Pt. .30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil— Gal.
Floor ..... .75
Gloss 1.50

Lard, No. 1..... 1.80
Lin-O-Oil ..... .90
Neatsfoot No. 1... 2.40
Neutral ..... .60
Paraffine ..... .85

Paint, Dry Colors—
Umber ..... .12
Chrome Green, Med .20
Graphite ..... .06
Princess Metallic.. .06
Sienna ..... .11
Venetian Red .... .08
Yellow Ochre .... .05

Painters' Petroleum—
I-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.80
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .03

Putty, Bladder—
Less than 100 lbs. .07½
Putty, Bulk— Lb.
1-lb. cans ..... .15
2-lb. Cans ..... .12½
3-lb. Cans ..... .09½
5-lb. Cans ..... .09
10-lb. Cans ..... .08½
25-lb. Cans ..... .08
85 lb. Cans ..... .06½

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10½
Less 25 lbs..... .12
100 lbs., 5-lb. pkgs. .09½
Less 100 lbs. 5-lb. pkgs. ..... .10

Turpentine—
5's .....Gal. 1.42
1's .....Gal. 1.55
½'s .....½-Gal. .90
¼'s .....Qt. .50
⅛'s .....Pt. .30

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—
No. 00, each..... .20
No. 0, each..... .35
No. 1, each..... .40
No. 2, each..... .45
No. 3, each..... .50
No. 4, each..... .55
No. 5, each..... .60
No. 6, each..... .80
No. 7, each..... .90

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c; cut, per lb., 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	4.25	3.75
No. 1-1000	8.25	7.25
No. 2-500	6.25	5.25
No. 2-1000	12.00	9.75
No. 3-500	9.00	7.85
No. 3-1000	17.50	14.75

Red Resin—17-lb., $1.50; 20-lb., $1.75; 25-lb., $2.25; 30-lb., $2.65.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $3.25; Deadening, per lb. .08

INSULATING—No. 8, per roll, $2.25; No. 10, per roll, $3.50.

ROOFING—
Standard or Cronolite—
1 ply square 3.00
2 ply square 3.50
3 ply square 4.00
Malthoid or Rubberoid Roofing—
1 ply 4.00
2 ply 5.00
3 ply 6.00
Malthoid Junior..... 4.25
Roofing Cement—Preservative
Bbls., per gal. ..... .90
5 Gal., per gal. 1.25
1 Gal., per gal..... 1.35
Pint ..... .30

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum ...	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.50 per roll; 25-lb., $1.75; 30-lb., $2.00.

PEAVIES—

	Socket. Maple.	Socket. Hickory.		Socket. Maple.	Socket. Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.35	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	5.50	74	6.75
48	6.00	76	7.00
52	5.25	79	7.75
54	5.50	714	8.50
56	6.00	464	6.75
58	6.75	466	7.25
64	6.00	469	8.00
66	6.50	474	7.25
69	7.25	476	7.75
614	8.00	479	8.50

Percolator Tops, 15c each.

PICKS—Railroad, 5-lb., $1.25 each; 6-lb., $1.35; 7-lb., $1.50; 8-lb., $1.75; 9-lb., $2.00.
Drifting—No 1, $1.10 each; 2, $1.25; 3, $1.35; 4, $1.50.

PINS—Clothes—C—Common, 10c dos.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PIPE—	Standard Black Cut Length Pr. Ft.	Standard Black Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Galvanized Full Length Pr. 100	Cutting and Threading Outs Each	Cutting and Threading Threads Each
⅛-inch....	.05	4.80	.07	6.80	.04	.08
¼-inch....	.05½	5.25	.08	7.45	.04	.08
⅜-inch....	.05½	5.25	.08	7.45	.04	.08
½-inch....	.07	7.10	.09	8.85	.04	.08
¾-inch....	.09½	9.00	.11½	11.20	.04	.08
1 -inch....	.14	13.40	.18	16.50	.04½	.09
1¼-inch....	.19	18.05	.23½	22.30	.05½	.11
1½-inch....	.22½	20.05	.28	26.65	.06	.12
2 -inch....	.31	28.90	.38	35.00	.07½	.15
2½-inch....	.48	45.65	.61	56.85	.11½	.23
3 -inch....	.61	59.80	.78	74.30	.15	.30
3½-inch....	.84	80.40	1.17	112.30	.19	.38
4 -inch....	.99	95.30	1.39	132.85	.26½	.53

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RETAIL SELLING PRICES—Continued.

PIPE—Gas and Water—Black—⅛-inch, 6½c foot; ¼-inch, 7c; ⅜-inch, 7c; ½-inch, 9c; ¾-inch, 12c; 1-inch, 18c; 1¼-inch, 28c; 1½-inch, 27c; 2-inch, 37c.

Galvanized—⅛-inch, 9c foot; ¼-inch, 10c; ⅜-inch, 10c; ½-inch, 11½c; ¾-inch, 14c; 1-inch, 21c; 1¼-inch, 29c; 1½-inch, 35c; 2-inch, 45c.

PIPE, STOVE—Nested, Full Joints—3 inch, 45c joint; 4-inch, 45c; 5-inch, 45c; 6-inch, 50c; 7-inch, 50c.

4-inch, Japan, 45c; 5-inch, Japan, 45c; 3-inch, Galvanized, 40c; 4-inch, Galvanized, 50c; 5-inch Galvanized, 60c; 6-inch, Galvanized, 70c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 50c joint; 7-inch to 6-inch, 50c.

PIPE FITTINGS—Price each—Black.

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings		.10	.10	.10	.10	.10	.10	.15	.20
Caps	.10	.10	.10	.10	.10	.15	.20	.20	.35
Couplings	.10	.10	.10	.15	.15	.20	.30	.35	.45
Crosses		.15	.15	.20	.30	.45	.50	.55	.90
Elbows, 90 de.	.10	.10	.10	.10	.10	.15	.25	.30	.45
Elbows, 45 de.		.10	.10	.10	.15	.20	.35	.40	.60
Elbows, Red.		.10	.10	.15	.20	.20	.30	.35	.60
Elbows, S. Out.			.10	.15	.25	.35	.55	.65	1.15
Elbows, Street	.15	.10	.10	.15	.20	.20	.25	.30	.60
Floor Flanges.		.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.10	.10	.10	.10	.10	.15	.20	.20	.25
Plugs	.10	.10	.10	.10	.10	.10	.10	.10	.15
*Reducers		.15	.10	.10	.15	.20	.20	.25	.40
Ret. Bends, Cl.			.20	.20	.25	.45	.55	.70	1.00
Tees	.15	.10	.10	.15	.15	.15	.30	.35	.60
Tees, 4-way			.10	.15	.20	.40	.65	.90	1.45
*Tees, Red.		.15	.15	.15	.20	.20	.35	.45	.80
Unions	.20	.20	.20	.25	.30	.35	.45	.60	.75
Galvanized—									
Bushings		.10	.10	.10	.15	.15	.20	.25	.35
Caps	.15	.10	.10	.10	.15	.20	.30	.35	.55
Couplings	.10	.10	.15	.15	.20	.30	.40	.50	.60
Crosses		.20	.20	.30	.40	.65	.75	1.00	1.60
Elbows, 90 de.	.15	.10	.15	.15	.15	.25	.35	.45	.75
Elbows, 45 de.		.10	.10	.15	.20	.30	.55	.60	.90
Elbows, Red.		.15	.15	.15	.25	.25	.45	.55	1.00
Elbows, S. Out.			.15	.20	.35	.50	.75	.95	1.65
Elbows, Street	.20	.10	.10	.15	.25	.30	.45	.50	1.00
Floor Flanges		.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.10	.10	.10	.10	.15	.20	.25	.25	.40
Plugs	.10	.10	.10	.10	.10	.10	.15	.20	.25
*Reducers		.20	.10	.15	.20	.30	.35	.40	.65
Ret. Bends, Cl.			.25	.30	.35	.65	.95	1.15	1.80
Tees	.20	.10	.15	.20	.20	.25	.45	.60	1.05
Tees, 4-way			.15	.25	.30	.55	.90	1.25	2.10
*Tees, Red.		.20	.20	.25	.35	.35	.60	.75	1.30
Unions	.30	.30	.30	.35	.40	.50	.70	.90	1.15

NIPPLES—Black—

Close	.10	.10	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.10	.15	.15	.15
4-inch Long	.10	.10	.10	.10	.10	.15	.15	.15	.20
5-inch Long	.10	.10	.10	.10	.10	.15	.20	.20	.25
6-inch Long	.10	.10	.10	.10	.15	.15	.20	.25	.30
Galvanized—									
Close	.10	.10	.10	.10	.10	.10	.15	.20	.25
Long	.10	.10	.10	.10	.15	.15	.15	.20	.25
4-inch Long	.15	.15	.15	.15	.15	.20	.25	.30	.40
5-inch Long	.15	.15	.15	.20	.20	.25	.30	.35	.45
6-inch Long	.15	.15	.15	.20	.20	.30	.35	.40	.50

2½-inch to 4 inch—Black only—

	2½	3	3½	4
Bushings	.25	.35	.50	.60
Caps	.50	.75	.95	1.30
Couplings	.60	.90	1.20	1.50
Crosses	1.55	2.55	2.85	4.90
Elbows, 90 degree	.85	1.30	1.70	2.80
Elbows, 45 degree	.90	1.25	1.70	2.50
Plugs	.20	.30	.45	.50
*Reducers	.70	1.05	1.35	1.70
Tees	1.05	1.60	2.05	3.20
Unions	1.55	2.10	3.65	4.35

NIPPLES—

Close	.30	.40	.60	.70
5-inch long	.50	.60	.85	1.00
6-inch long	.55	.70	.85	1.00
8-inch long	.95	1.15	1.35	1.60
10-inch long	1.15	1.40	1.60	1.95

*Reducers and Reducing Tees 1-inch and larger reducing to ½-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Block-Bailey—No. 9½, $3.10 each; 15, $3.25; 16, $3.45; 17, $3.90; 18, $3.75; 19, $3.90.

Block, Stanley—No. 60, $3.60 each; 60½, $3.25; 61, $3.15; 65, $4.00; 101, 65c; 102, $1.25; 103, $1.50; 110 $1.60; 120, $2.25; 130, $2.40; 131, $3.75; 203, $1.95; 220, $2.40.

Iron, Bailey—No. 2, $5.25 each; 3, $5.40; 4, $6.00; 4½, $6.75; 5, $6.75; 5½, $8.45; 6, $9.00; 7, $10.50; 8, $12.50; 3C, $5.85; 4C, $6.35; 4½C, $7.50; 5C, $7.50; 5½C, $8.25; 6C, $9.50; 7C, $11.25; 8C, $13.00.

Iron, Stanley—No. 603, $6.35 each; 604, $6.75; 605, $7.85; 606, $10.00; 607, $11.50; 608, $13.50; 604C, $7.25; 605C, $8.45; 606C, $10.50; 607C, $12.50; 608C, $14.50.

All Wood—Plain, No. 3W, $2.50 each; 15W, $2.75; 21W, $5.60; 27W, $4.85. Razee, No. 5W, $4.65; 17W, $3.25; 23W, $5.15; 29W, $5.50.

Wood Bottom, Bailey—No. 22, $4.00 each; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.50; 29, $5.20; 30, $5.50; 31, $6.00; 32, $6.50; 35, $5.50; 36, $6.00.

Rabbet—No. 10, $8.60 each; 10½, $7.50; 75, $1.00; 78 $4.65; 90, $5.50; 92, $5.40; 98, $2.65; 99, $2.65; 140, $4.00; 190, $4.00; 191, $3.90; 192, $3.50.

PLATES—GAS, HOT—No. 501, $4.50 each; 502, $7.15; 503, $10.75; 702, $10.00; 703, $14.50; 722, $11.00; 723, $15.75; 1001, $3.00; 1002, $4.75.

PLIERS—Klein's No. 201—6-inch, $3.90 each; 7-inch, $4.50; 8-inch, $4.75; 9-inch, $6.00. Bernard's No. 102—4½-inch, $1.85; 5½-inch, $2.25; 6½-inch, $2.75; 8-inch, $3.75.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $3.75; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25. 37G, 12-inch, $4.25; 18-inch, $6.25. 34V, 4-inch, $1.80; 6-inch, $2.25; 8-inch, $3.00; 10-inch, $3.35.

Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 13, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $3.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 013, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.25; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

$2.65; 3, $3.35; 13, $4.10; 15, $4.50; 30, $4.00; 35, $3.25; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98,

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	.75	3-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 30	.35
5-inch	.75	No. 31	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.

21	17.40	8 Quart	1.40
71	22.50	10 Quart	1.60
72	19.75	12 Quart	1.85
5	20.35	16 Quart	2.25
1	22.30	**Tin**	
Watering Galvanized		4 Quart	.85
4 Quart	1.00	6 Quart	1.00
6 Quart	1.25	8 Quart	1.25
		10 Quart	1.60

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.85; Red Devil, $2.50; Morrill's, $3.25; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 30c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $5.00; 2, $5.40; 3, $6.10; 4, $7.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

No.		Eveready No.	
700, each	1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
		Gem	
800, each	1.00	800 B, Blades, Pkg.	.50
		Enders	
900, each	1.00	900 B, Blades, Pkg.	.35
		Durham Domino	
1000, each	1.00	1000 B, Blades, Pkg.	.50
		Gillette	
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B, Blades, pkg.	.50
12 X B, Blades, pkg	1.00		
		AutoStrop	
1, set	5.00	2541, set	5.00
15, set	6.00	600 B, Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REVOLVERS—

Colts, Model	Each
Pocket Positive	30.00
Police Positive Special	32.50
Police Positive Target	35.25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
268, 278	12.50
268 B, 278 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	16.50
300 B, 303 B	16.75
304	16.75

Each	
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military, Police	34.50
Regulation Police	32.50
1903 Hand Ejector	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50
Marlin—	
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel.	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel.	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	78.37
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard	58.36
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage —	
1899 250 3000	.60.00
1899 TD, Feath'wt	55.00
189 SF	48.00
1904 TD, Single shot	9.75
1914 TD, Hammerless	28.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	13.00
70 TD, .22	19.00
1919, .22	26.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.30
1890 TD—Oct. Fancy	57.50
TD—Oct. Plain.	31.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	53.15
1895—Govt. Model	53.15
1895 TD	67.10
1902 TD—22	10.50
1903 TD—Plain	44.30
1903 TD—Fancy	69.00
1904 TD .22	12.60
1906 TD	28.55
1907 TD	61.50

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths	.35	.65	7—Asst.	.35	.70
8 "	.35	.65	8 "	.40	.70
9 "	.35	.70	9 "	.40	.75
10 "	.40	.70	10 "	.40	.75
12 "	.40	.75	12 "	.45	.80

Copper Iron, with Burrs—08 Asst., 25c, ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 13c ft.; 3, ⅜-inch, Steel, Brass Plated, 15c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, 70c; ¼ to 5-16, 65c lb.; ⅜ to ¾, 70c; ⅞ to 1, 75c.
Manila—Base, 30c lb.
Sisal—Base, 25c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 373 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½), $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 35, Blacksmith's, $1.00 each; 1035, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES—ZIG ZAG—Lufkin—Stanley—No. 804 F, 65c each; 806 F, 90c; 8513 (03), 55c; 8514 (04), 70c; 8515 (05), 90c; 8516 (06), $1.05; 8518 (08), $1.40; 8523 (403 F), 50c; 8524 (404 F), 65c; 8525 (405 F), 80c; 8526 (406 F), $1.00; 8613 (103), 55c; 8614 (104), 75c; 8615 (105), 90c; 8616 (106), $1.00; 8624 (854 F), 65c; 8626 (856 F), 95c.

SAWS—One Man—Cross-cut—

	Disston	Chinook	Royal Chinook
3 ft.	4.00	5½ ft. 3.25	
3½ ft.	4.60	6 ft. 8.50	12.50
4 ft.	5.35	6½ ft. 9.25	14.25
4½ ft.	5.75	7 ft. 10.50	15.50
5 ft.	6.50	7½ ft. 11.50	16.75

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

12 Disston or 69 Atkins		20 inch	2.85
18 inch	3.70	22 inch	3.10
20 inch	4.00	24 inch	3.40
22 inch	4.35	26 inch	3.60
24 inch	4.70	28 inch	4.00
26 inch	5.10	No. 120 Disston	
28 inch	5.50	26 inch	6.20
No. D8 Disston or 51 Atkins		28 inch	6.60
18 inch	3.10	No. 112 Disston	
20 inch	3.50	26 inch	5.25
22 inch	3.65	28 inch	5.60
24 inch	3.75	No. D 100 or No. D 20 Disston	
26 inch	3.95	26 inch	4.35
28 inch	4.45	28 inch	4.85
No. 7 Disston			
18 inch	2.65		

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	Kitchen No. 2	
24-inch	4.25	12-inch	.65
26-inch	4.75	14-inch	.70
28-inch	5.50	16-inch	.75
Butcher No. 10		Mitre	
16-inch	1.80	24-inch	5.25
18-inch	1.90	26-inch	5.75
20-inch	2.00	28-inch	6.50
22-inch	2.15		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete

No. 8..... 2.50

Pruning

No. 50 California, 12 in. 1.85

Buck—

Com Sgl Brace V tooth..... 1.75
Com Dbl Brace Tuttle tooth..... 2.50
Com Dbl Brace V tooth..... 2.75
No. 150 Special 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

SAW CLAMPS—No. 8, $2.00; 0, $1.35. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 8, Disston, $4.50.

SAW SETS—

201 C & P..... 1.50
Spec. Merrill 2.00
105 Merrill ..... .60
1 Merrill 2.00
10 ..... 1.20
77 ..... 1.00

X CUT—

Morrill No. 3..... 1.35
Baker No. 3..... 2.35
Colonial 1.35
7 Taintor 2.00
28 Triumph 1.65
Hammer ..... .35
Lever ..... .25
Morin No. 2..... 5.00
Morin No. 2½ 6.00
Morin No. 3 .....2.35

SAW TOOLS—

Clipper Outfit ..... .30

Merrill's Raker Gauge—

No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50

Atkins Raker Swage.. .40
5-M Tooth Gauge..... .25
Jointers Pikes Perf... .75
Jointers No. 7 Sterns .70

Setting Tool Disston—

No. 100..... .30

No. 4 Setting Blocks—

No. 4 Blocks, Morin.. 2.00
Swages No. 0 Disst... 4.75
Swages, Whitings.... 1.00
Atkins, Rex 1.00
Atkins, Excelsior..... .35

SCALES—Family, testing without scoop, $4.00; with scoop, $5.00; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50.

Spring Balance, No. 50, 25c each; 51, 50c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.

Wiss—No. 14 B H, $1.35; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764¼, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.

Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine, Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	3/16-in.	1/4-in.	5/16-in.	3/8-in.	1-in.
2	.30	.35	.40	.45	...
4	.35	.40	.45	.50	.60
6	.45	.50	.55	.60	.75
8	.65	.75	.85	.90	1.10
10	.90	1.05	1.20	1.35	1.70
12	1.15	1.35	1.55	1.70	2.00
14	1.50	1.70	2.05	2.25	2.75
16	2.40	2.60	2.90	3.15	3.65
18	3.00	3.40	3.65	3.95	4.70
20	3.80	4.10	4.50	4.95	5.80

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.75	.90	1.10	1.40
6	1.00	1.25	1.55	1.90
8	1.35	1.55	1.90	2.25
10	1.95	2.20	2.50	2.85
12	2.35	2.70	3.10	3.50
14	3.10	3.45	3.85	4.25
16	4.05	4.55	5.10	5.80
18	5.15	5.70	6.35	7.10
20	6.55	7.45	8.25	9.10

Iron, Flat or Round Head—

Size.	3/16-in	1/4-in.	5/16-in.	3/8-in.	1-in.
2	.25	.25	.30	.30	...
4	.25	.25	.30	.30	.40
6	.30	.30	.30	.35	.40
8	.35	.35	.40	.40	.50
10	.50	.55	.55	.60	.70
12	.55	.60	.65	.70	.75
14	.70	.70	.75	.80	.95
16	...	.90	.95	1.00	1.15
18	...	...	1.25	1.35	1.50
20	...	...	...	1.65	1.80

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.50	.55	.60	.70
6	.50	.55	.65	.85
8	.55	.65	.70	.95
10	.85	1.00	1.15	1.30
12	.90	1.05	1.20	1.35
14	1.10	1.25	1.40	1.65
16	1.30	1.60	1.90	2.20
18	1.80	2.10	2.40	2.70
20	2.10	2.40	2.70	3.00

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Length	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
3/4	.35	.35	.40	.50	.60
7/8	.35	.35	.45	.50	.65
1	.35	.40	.45	.55	.65
1¼	.40	.40	.45	.60	.70
1½	.40	.45	.50	.60	.75
1¾	.45	.45	.50	.65	.85
2	.45	.50	.55	.70	.90
2¼	.50	.60	.60	.75	.95
2½	.55	.65	.65	.80	1.05
3	.65	.75	.80	.90	1.15
3½	...	...	...	1.05	1.35
4	...	...	...	1.20	1.50

Length	5/8-in.	3/4-in.	7/8-in.	1
1	1.00	1.35	1.95	....
1¼	1.05	1.35	1.95	....
1½	1.10	1.45	1.95	....
1¾	1.15	1.55	2.10	2.50
2	1.25	1.65	2.25	2.70
2¼	1.35	1.75	2.40	2.95
2½	1.45	1.85	2.55	3.25
3	1.65	2.25	2.85	3.65
3½	1.85	2.60	3.25	4.15
4	2.15	2.90	3.60	4.65

S. A. E. Thread, Steel—

Length	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
3/4	.40	.45	.50	...	...
7/8	.40	.45	.55	.70	...
1	.45	.50	.55	.75	.80
1¼	.45	.50	.60	.80	.90
1½	.50	.55	.60	.85	.95
1¾	.50	.60	.65	.95	1.05
2	.55	.65	.70	1.00	1.10
2¼	.65	.75	.75	1.10	1.20
2½	.70	.80	.80	1.15	1.30
2¾	.80	.85	.90	1.20	1.40
3	.85	.90	1.00	1.30	1.45
3½	...	...	...	1.50	1.70
4	...	...	...	1.70	1.90

Length	9-16-in.	5/8-in.	3/4-in.
1¼	1.30	....	....
1½	1.35	1.60	1.85
1¾	1.45	1.70	1.95
2	1.55	1.85	2.10
2¼	1.70	1.95	2.25
2½	1.85	2.10	2.40
2¾	1.95	2.25	2.60
3	2.05	2.40	2.80
3½	2.35	2.75	3.25
4	2.70	3.15	3.65

Square Head, V or U. S. S. Thread—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
1/2	.20	.20	.25	.30	.35
3/4	.20	.25	.25	.30	.35
7/8	.20	.25	.25	.30	.35
1	.25	.25	.30	.30	.40
1¼	.25	.25	.30	.35	.45
1½	.25	.30	.30	.40	.45
1¾	.30	.30	.35	.45	.55
2	.35	.35	.40	.50	.60
2¼	.40	.40	.45	.60	.70
2½	.45	.45	.50	.65	.75
3	.55	.55	.65	.75	.90
3½	...	...	...	.80	1.05
4	...	...	...	.90	1.20

Length	5/8-in.	3/4-in.	7/8-in.	1-in.
3/4	.50	....	....	....
7/8	.55	....	....	....
1	.60	1.00	....	....
1¼	.65	1.10	1.55	....
1½	.75	1.20	1.65	2.20
1¾	.80	1.30	1.80	2.40
2	.90	1.40	1.95	2.60
2¼	.95	1.45	2.10	2.80
2½	1.05	1.55	2.25	3.00
3	1.20	1.75	2.55	3.40
3½	1.35	1.95	2.85	3.80
4	1.50	2.20	3.15	4.20

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

Wood—Brass, Flat or Round Head—

	1/4-in.	3/16-in.	1/2-in.	5/8-in.	3/4-in.	7/8-in.	1-in.
0	.55	.55	.60	...	...	...	...
1	.55	.55	.60	.60	...	...	...
2	.55	.60	.60	.65	.70	.90	...

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
3	.60	.60	.65	.70	.75	.95	1.05
4	.60	.65	.70	.75	.80	1.00	1.10
5	.65	.70	.75	.85	.90	1.05	1.10
6	...	.75	.85	.90	.95	1.10	1.15
7	...	.85	.90	1.05	1.10	1.20	1.85
8	...	.95	1.05	1.20	1.30	1.40	1.55
9	...	...	1.20	1.35	1.45	1.60	1.80
10	...	...	1.35	1.55	1.70	1.85	2.00
11	...	...	....	1.65	1.90	2.10	2.30
12	...	...	....	1.90	2.10	2.35	2.60
13	...	...	....	2.10	2.35	2.60	2.90
14	...	...	....	2.35	2.60	2.90	3.20
15	...	...	....	2.60	2.90	3.20	3.60
16	...	...	....	2.85	3.20	3.60	4.25

Size.	1¼-in.	1⅜-in.	1½-in.	2-in.	2¼-in.	2½-in.	3-in.
3	1.35	...	....	....	....	....	....
4	1.40	1.90	....	....	....	....	....
5	1.45	1.95	....	....	....	....	....
6	1.50	2.00	....	....	....	....	....
7	1.55	2.05	2.55	3.30	....	....	....
8	1.80	2.10	2.60	3.35	....	....	....
9	2.05	2.30	2.65	3.40	....	6.00	....
10	2.25	2.70	3.00	3.45	4.45	6.05	....
11	2.60	2.95	3.40	3.90	4.60	6.10	8.85
12	2.95	3.40	3.85	4.35	5.05	6.20	8.90
13	3.40	3.80	4.30	4.80	5.60	6.25	8.95
14	3.70	4.25	4.70	5.40	6.25	6.85	9.10
15	4.15	4.85	5.50	6.20	6.85	7.60	9.30
16	4.60	5.30	6.05	6.80	7.65	....	....
17	....	5.80	6.65	7.45	8.30	....	....
18	....	7.00	7.90	8.90	9.80	....	....

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.35	.35	...	...	...	...	...
3	.35	.35	.35	.35	.35	.35	.35
4	.35	.35	.35	.35	.35	.35	.40
5	...	.35	.35	.35	.40	.40	.40
6	...	.35	.40	.40	.40	.40	.45
7	...	.40	.40	.40	.40	.45	.45
8	...	.40	.40	.45	.45	.45	.50
9	...	.45	.45	.45	.50	.50	.50
10	...	...	.50	.50	.55	.50	.55
11	...	...	.50	.55	.55	.55	.60
12	...	...	.55	.55	.60	.60	.65
13	...	...	...	.60	.65	.65	.75
14	...	...	...	.60	.70	.70	.80
15	...	...	...	...	.75	.80	.90
16	...	...	...	...	.80	.90	1.15
17	...	...	...	...	...	...	1.20
18	...	...	...	...	...	...	1.25
20	...	...	...	...	...	...	1.60

Size.	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.40	.45	...	...	...	...	...
4	.45	.50	...	...	...	...	...
5	.45	.50	.60	.65	.70	.85	...
6	.50	.55	.60	.70	.75	.90	1.30
7	.50	.55	.65	.70	.75	.95	1.35
8	.55	.60	.70	.75	.80	1.00	1.40
9	.55	.60	.70	.75	.85	1.05	1.45
10	.60	.65	.75	.80	.90	1.10	1.50
11	.65	.70	.75	.85	.95	1.15	1.50
12	.70	.75	.80	.90	1.00	1.20	1.55
13	.75	.80	.90	1.00	1.05	1.25	1.55
14	.85	.90	1.00	1.10	1.20	1.30	1.60
15	.95	1.05	1.20	1.25	1.40	1.50	1.70
16	1.15	1.25	1.30	1.40	1.60	1.65	1.90
17	1.25	1.45	1.60	1.65	1.75	1.90	2.15
18	1.50	1.70	1.80	1.90	2.05	2.10	2.50
20	2.15	1.95	2.05	2.15	2.40	2.60	2.95

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1¼	.25	2.25	...	...	...	....	....	....	....	....
1½	.25	2.25	.30	2.70	...	....	....	....	....	....
1¾	.30	2.45	.35	2.95	...	....	....	....	....	....
2	.30	2.45	.35	2.95	.50	4.10	.70	6.00	....	....
2½	.30	2.65	.35	3.25	.50	4.50	.75	6.50	....	....
3	.35	2.85	.40	3.50	.55	4.85	.80	7.00	1.15	9.90
3½	.35	3.05	.45	3.75	.60	5.20	.85	7.50	1.20	10.60
4	.35	3.25	.45	4.00	.65	5.55	.90	8.00	1.30	11.30
4½	.40	3.45	.50	4.25	.70	5.90	.95	8.50	1.40	12.00
5	.40	3.65	.50	4.55	.75	6.30	1.05	9.00	1.50	12.70
5½	.45	3.85	.55	4.80	.75	6.65	1.10	9.50	1.55	13.40
6	.45	4.05	.60	5.05	.80	7.00	1.15	10.00	1.60	14.10
6½	...	....	.60	5.30	.85	7.35	1.20	10.50	1.70	14.80
7	...	....	.65	5.55	.90	7.70	1.25	11.00	1.80	15.50
7½	...	....	.70	5.85	.95	8.10	1.30	11.50	1.90	16.20
8	...	....	.75	6.10	1.00	8.45	1.40	12.00	2.00	16.90
9	...	....	...	....	1.05	9.15	1.50	13.00	2.10	18.30
10	...	....	...	....	1.15	9.90	1.60	14.00	2.30	19.70
12	...	....	...	....	1.25	11.30	1.85	16.00	2.60	22.50

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $3.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 18c; 14c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	⅛	33.00
¼	15.00	⅜	45.00
5-16	18.00	½	65.00
⅜	25.00	⅝	95.00
7-16	33.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 29c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.85; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—

No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50

Racer 6.75

Fire Fly—

No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—⅛ and ¼, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Baseb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	3.00
12-inch	2.75
Baseball Bats, league	1.75
Baseball Masks,	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	8.00
Handballs	.35
Boxing Gloves, 8-oz.	13.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	12.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAYERS—Myers' Bucket Pump, 8 lbs., $18.75 each; 6 lbs., $9.00. Hand—Faultless, 75c each; Misty, 95c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.35.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ½, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 25c each; 10-inch, 30c; 11-inch,, 40c; 12-inch. 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $3.00.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.
Ross—Perforated oblong plate spray, $1.00 each
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $3.00, 8 feet, $3.50.

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb,; galvanized, 12½c. Poultry Wire, ¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%	
Thickness Gauges, 50%	End Meas. Rods, 50%
Gr. Flat Stock. 50%	Caliper Gauges, 50%
Handy Equiv. Table, 50%	Micrometer Cases, 50%

Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.85; 113, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143. 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $3.50 each; 20, $5.00; 22, $8.75; 122, $9.75; 418, $10.00; 518, $14.25; 818, $17.25; 918, $19.50; 1018, $5.75; 1818, $8.00; 1518, $15.00; 1618, $21.75; 1718, $24.75; 1818, $28.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.

Vacuum—Superba, $18.00; Grand Rapids, $11.00; Household, $9.00.

On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6. 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ⅛-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 35c lb.; 4, 35c; 6. 35c; 8, 35c; 10, 35c.

Gimp—⅛ lb., 2½, 10c box; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 35c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Double Pointed—Blued, ⅛ lb. papers, No. 9, 10c box; 10, 10c; 11, 10c; 12, 10c. Blued in bulk, No. 9, 35c lb.; 10, 35c; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin		Steel	
No.	Each	100	6.25
710	.80	103	9.75
713	1.00	200	7.00
715	1.50	203	11.25
716	1.85	205	16.50
730	1.00	206	19.75
733	1.75	240	5.50
735	2.00	243	6.50
736	2.50	245	8.75
Metallic		246	11.25
		260	6.00
		263	7.25
500	3.75	265	9.35
503	5.50	266	12.50
505	6.00	550	5.50
506	8.75	553	7.00
		555	9.00
Pocket		556	11.25
143	.95	1240	4.85
145	1.10	1243c	6.35
165	.25	1260	5.60
3143	.60	1263	6.75

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.30	16x18	57.25	67.85
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.35	23.70	16x24	71.85	83.60
9½x12	28.85	27.85	16x30	86.95	101.30
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.85	17.90

Stockmen's Bed Sheets—Single Filling—

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.35	12.25
7x16	9.85	12.50	14.10

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 15c per foot, $14.00 per roll; 20-inch, 22c per foot, $21.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

	—Diameter—		
Length	⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	13.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

	—Diameter—		
Length	⅛-in.	3-16-in.	¼-in.
3-inch	3.63	3.15	3.50
4-inch	3.97	3.50	3.85
5-inch	3.82	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $9.00; 38, $9.50; 31, $10.00; 32, $10.50; 48, $12.25; 107, $9.50; 122, $8.00.

TRAPS—Fly—Paragon, 35c each; Balloon, 30c; Avis 2, $2.50; $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, $2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No. 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No. 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Western, 25c each; Noxall, 25c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.50 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Cage, 30c. Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.35; Holdem, large, $1.65.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 60c lb. Budding, 60c.
Flax—18 BB, 60c lb.; 24 BB, 60c; 18 BC, 70c; 24 BC, 70c; 36 BC, 70c.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Globe and Angle Valves—		Standard Gate Valves—	
⅛	.75	⅛	1.95
¼	.75	¼	1.50
⅜	.80	⅜	1.50
½	1.05	½	1.70
¾	1.30	¾	2.15
1	1.90	1	2.95
1¼	2.65	1¼	3.90
1½	3.70	1½	5.25
2	5.55	2	7.65

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee

27	1.30
29	1.75
352	.95
354	1.30
356	1.65

Boilers, Wash Copper Bottom

IC 8	3.75
IC 9	4.00
IX 8	4.00
IX 9	4.25
IXX 8	5.50
IXX 9	5.75

Copper Rim

IX 8	5.00
IX 9	5.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.45

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.70
3	.95
30	.75
40	.85
600	1.05
650	1.40
675	1.60

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.75
102	4.85
103	5.25
1020	6.00
1040	7.85

Cans, Oil

30	.40
31	.50

Colanders

10	.30
12	.45
104	.45
306	.60

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

25	.15

Forks

419	.15
1197	.20
1198	.25
203	.65
206	.85
10, 15	.10
20	.15
30	.20
35	.25
285	1.35
385	1.65

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.40
200	.50
240	.70
280	.85

Ladles

010	.25
11	.30

Measures

63	.20
83	.30
85	.55
86	.75
122	.20
124	.25
126	.60

Moulds, All Kinds

1, Melon	1.10
3, Melon	1.50
4, Melon	1.75
10, Jelly	.25
20, Jelly	.35
61½, Cake	.45
63, Cake	.65

Pails, Dairy

IC, 6-qt.	.35
IC, 10-qt.	.45
IX, 10-qt.	.75
IX, 14-qt.	.90
IXX, 10-qt.	.95
IXX, 14-qt.	1.05
IXXX, 12-qt.	1.30
IXXX, 16-qt.	2.10
IXXXX, 18-qt.	2.35
IXXXX, 20-qt.	2.50
Pails, Fruit Picking 14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10-qt.	1.10
IX, 12-qt.	1.15
IXX, 12-qt.	1.55
IXX, 14-qt.	1.65
Gem, 12-qt.	1.50
Gem, 14-qt.	1.65

Pans, Bread

01, 110, 80	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.80
09	.45
012	.55

Pans, Cake Perfection

Round, 9¼-in.	.20
Round, 10¼-in.	.25
Square, 8½-in.	.25
Square, 9-in.	.35
Mt., 9½-in.	.25
Tube, Rd., 9½	.30
Tube, Sq., 9-in.	.50

Pans, Dish

8, IX Tin	.75
14	1.00
21	1.35

Pans, Milk IC, Plain

200, 201	.10
202, 203	.15
204	.20
205, 206	.25
208	.30
2100	.35

IC, Ret.

301, 302	.25
304	.35
306	.45
308	.50
3100	.60
3120	.80

Pans, Muffin

6	.25
9	.35
12	.45

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.40
14	.50
17	.60

IC, Ret.

8	.60
14	.80
17	1.00

Pans, Lipped Sauce

016	.40
020	.50
024	.70
028	.85

Pots, Coffee

1	.30
2	.40
4	.55

Pots, Tea

240	.25
241	.30
242	.40

Raisers, Bread

114	2.00
117	2.50

Scoops

2	.35
4	.55
12	.15
14	.20
20	.55
40	.80

Sieves, Flour

2, 316	.30
318	.35

Sifters, Flour

0	.40
1	.45
10	.70
Acme	.40
Nesco	.40
Shaker	.45

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.75
90	.95

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20
30	.25

Jelly

120	.25
160	.30

Milk

10	.35
121	.45
128	.60

Milk Can

011	1.00
33	.60
55	.85
60	2.10

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00

Samson

326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagners—

No. 18	10.00
No. 20	11.50
No. 24	13.00

Coaster—Star—

No. 10	9.50
No. 30	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ½ to 2, 18c lb.; Angle, 14c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Size 3-16, 20c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WAX—Floor 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 20c; Cedar-Atha, 22c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $14.25.
Railroad—Bolted, $8.50 each; Stave, $7.25.
Steel Tray, Wood Frame—Star, $7.75 each.
Steel Tray and Frame—AX, $12.75 each; 4, $15.00; 5, $17.00; 10, $22.50; 25, Concrete, $16.25.

WICKS—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅝-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1¼-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Plain Fence. Galv.	Baling.
3 gauge	6.60	....	....
4	6.60	7.30	....
6-8-9	6.50	7.20	....
10	6.50	7.25	....
11	6.60	7.30	....
12	6.60	7.35	....
13	6.75	7.45	....
14	....	7.55	7.00
15	....	8.00	7.10
16	....	8.10	7.20
17	....	....	7.50
18	....	9.00	....

Barbed Fence—Glidden Pat., $6.50; Glidden Galv., $6.85; Baker Patent, $7.15; Baker Galv., $8.00; Waukeganite Galv., $8.50.

	Hog.	Cattle
Am. Special Galv., 80-rod spools, each	5.00	4.75
Glidden, 80-rod spools, each	6.50	6.40

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 10c each.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 95c each.
Bowls, Chopping—11-inch, 45c each; 15-inch, $2.00; 17-inch, $3.35.
Pins, Rolling, 55c each.
Spoons, 18-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 8-oz. packages, 30c each.

WRINGERS—Mop—Vanco 78, $5.50; 88, $4.00; 89, $5.50. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.50; 0, $7.50; 8, $5.00.

WRENCHES—

	Agr.	Coes.	Crescent.	Trimo.	Stillson N.	Barcalo Semi-fin	Barcalo
6-inch	.90	1.65	1.00	1.60	1.35	1.25	
8-inch	1.00	2.00	1.25	1.80	1.40	1.25	
10-inch	1.25	2.50	1.50	2.00	1.75	1.50	
12-inch	1.75	3.10	2.25	....	2.65	2.00	
15-inch	2.25	4.25	3.40	....	4.00	2.75	
18-inch	....	5.50	....	....	....	4.00	
21-inch	....	6.75	....	10.80	....	6.00	

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb.

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Your Viko Investment Brings Big Returns

Cooking utensils have been used for thousands of years; aluminum cooking utensils for but a comparatively short time. Yet, today the making of aluminum kitchen ware is one of the great industries. This quick rise to commercial importance can be due to nothing less than this metal's extraordinary fitness for cooking-utensil use.

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The World's First Real

SHOCK ABSORBER

for Fords



FEATURES

Direct Suspension—The only direct suspension shock absorber on the market using conical springs. Springs work with the Ford Springs not against them.

Types—Made in two types only—Regular for Touring, Runabout and Coupe. Special for Sedan and Light Delivery.

Durability—Twelve hardened steel bushings used in each set—some other makes use four—others use none.

Adjustment—Provision is made to take up wear by means of castellated nuts, an exclusive Apco feature which prevents rattle.

Side Sway—Eliminated in the Apco Shock Absorber by the side links which are not found on other makes.

Material—Spring is high grade heat treated steel, ground on each end. Half inch wire 4½ inches in diameter, the largest ever used on a Shock Absorber for Ford Cars—Castings malleable iron. Bushings hardened steel—Suspension link high grade carbon steel bent cold.

Installation—Simplicity and ease of installation were constantly in mind when the Apco Shock Absorber was designed and there is no other that can be installed as easily. Shipped completely assembled ready to install.

Parts—A complete set of parts for the Apco Shock Absorber list for $20.00 so that maintenance is not a costly item.

Guarantee—Guaranteed to be the easiest riding shock absorber on the market and also guaranteed fully against defective workmanship and material **including springs.**

List $20, Set of Four

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Ask Your Jobber for Prices

APCO MANUFACTURING CO., Providence, R. I.

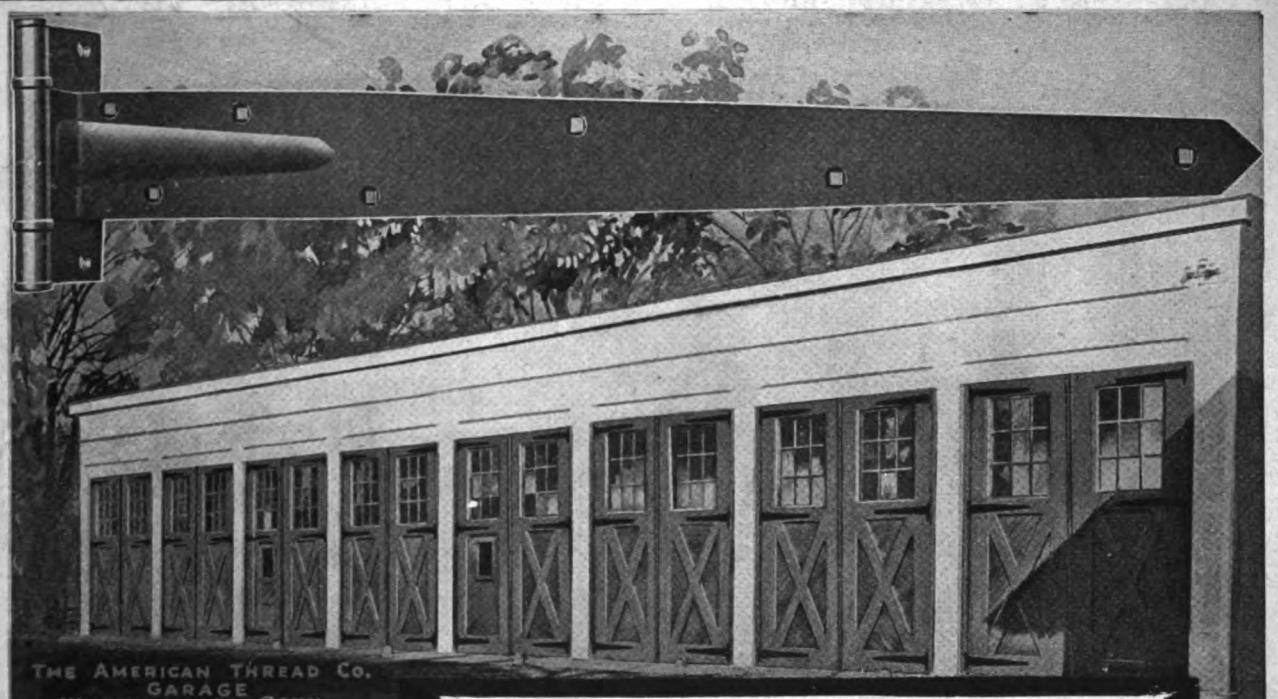
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Hardware World

PLUMBING AND HEATING

APRIL 1921



EQUIPPED WITH

STANLEY

Ball - Bearing

GARAGE HINGES

No. 1458 --- 36 inches long. *3 pair to a door*

STANLEY S.W.

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The Rope that Endures
WHITLOCK
ALL-MANILA

Let us tell you rope facts you should know.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Factory and Warehouses: Jersey City, N. J.

Western Distributors
- The Salt Lake Hardware Co., Salt Lake City, Utah.
- Townley Metal & Hardware Co., Kansas City, Mo.
- The Hendrie & Bolthoff Mfg. & Supply Co., Denver, Colo.
- Hackett, Gates, Hurty Co., St. Paul, Minn.

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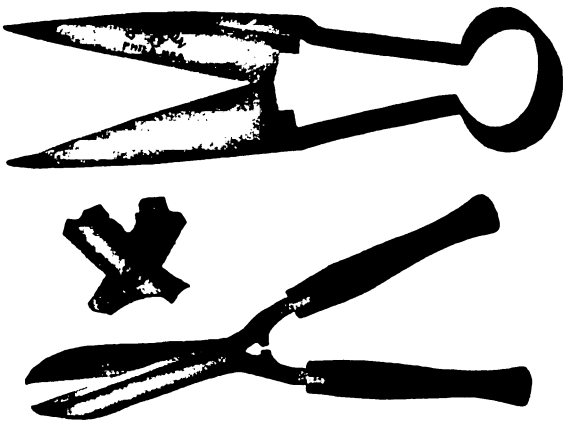
DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

Sales Points for the Man Behind the Counter

HOW many times, when using a pair of grass shears, have you skinned your knuckles on a peach pit or a rough stone, or by just rubbing the back of your hand against the ground as you closed the blades and let them spring open again?

Take a pair of Disston Grass Shears out of the box and squeeze them. Run them along the counter as tho you were clipping grass. See how your hand is kept up off the ground. That is because of what we call the trowel shank. It gives a good lift. Notice the balance. Isn't this the kind of a shear you can use for a long time without tiring your hand and arm?



And the quality is the same clean Disston made steel, careful workmanship, and good finish that is found in every Disston tool.

Prove These Points

Take up a pair of Disston Hedge Shears. Open and close the blades and feel the tension. Good, isn't it? We get it in this way. Where the blades cross, one blade has a smooth hole. The other blade has a hole which is threaded. A bolt extends through the first blade and is screwed into the threaded hole of the second blade. It is tightened until the proper tension in the blades is reached; then a lock nut caps the end of the bolt. Any tension can be obtained, and anybody can adjust it because of the simplicity. It is a positive adjustment that cannot work loose. The beauty of it is that there is no spring to vary the tension, or to break.

Another sales feature of these shears is the balance. The curve or "rise" of the tang as it enters the handle puts the blades in position of "pointing up" when in use and gives a mighty fine balance to the tool. This makes these shears exceptionally easy working.

Disston Hedge Shears are made in all styles and sizes. In most styles the tang extends thru the handle and is riveted on the end. This makes it impossible for the handle to come off—entirely eliminating loose handle trouble. All patterns (except ladies' pattern) are made with notched blades, if desired. The notch in the blade is to prevent twigs from slipping.

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April, 1921

HOW MANY?

The House of Disston will be glad to furnish you, free of cost, attractive envelope slips imprinted with your name illustrating any Disston product you wish to feature. They go out in your regular mail and are business-getters. Which ones may we send you—and how many?

A Few Thoughts on Sales Letters

In another issue, a suggestion was made to do a little direct-by-mail work among the parents of boys taking manual training courses, with the idea of arousing their interest in possible tasks for their son to do around the home, and furnishing the incentive to supply that son with a kit of good, serviceable tools.

The kind of letter to send is a natural consideration. We shall not try to give the elements of letter-writing, but there are two things we want to remind you of particularly.

First—a letter of this kind has the rather difficult task of persuading a parent that his son is actually useful for the small jobs to be done around the house. That his son can, from his training in the Manual Training Courses, do work that has so far been given to outside men. Too many parents have the idea that, while their son should do this kind of work, he is not able to do it. Your letter should attempt to change this attitude.

In this connection, however, we remember being a small boy at one time, and how some of these odd jobs around the house certainly got on our nerves. Would it not be well for you to suggest that the parents offer some sort of reward for this work? If that is done, the boy, if he sees your letter, will not be disgruntled at your store because you have "made him work."

The second point that we wish to raise here is a warning against making your letter flowery or "formy." A flowery letter is cheap and artificial, and most men throw it away without second thought. A "formy" letter is so dry and uninteresting that it receives the same treatment. Let your letter read just as tho you were talking to the man in person, in your store. Let it be cheerful, happy, and personal.

It is well to remember that a sales letter is only a sales talk—by mail. Is there anything we can do to assist you with your letters? We will be glad to give as much help as we can.

HENRY DISSTON & SONS, Inc.
Philadelphia, U. S. A.

DISSTON
PROFIT PLANS



THE NEW CRADLE SONG

IN ADDITION TO

The Saw Most Carpenters Use

DISSTON MAKES

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Bevels
Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Gauges — Capenters' Marking etc.
Grooving Saws
Hack Saw Blades
Hack Saw Frames
Hand Saws, Cross-cut, Rip, and Panel
Hedge, Grass, and Border Shears
Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels — Carpenters' and Masons'
Machetes
Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
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Saw Gummers
Saw-sets
Saw Screws
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Segment Saws
Shingle Saws
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels — Brick, Plastering, Pointing, etc.
Veneering Saws
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Hardware World

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman, Editor and Manager.

*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St., Portland, Ore. | 421 First Nat. Bank Bldg. Chicago | Phelan Bldg. 70 Fifth Ave. San Francisco New York | 507 Pioneer Bldg. Seattle, Wash. | 1802 Young St. Dallas, Texas | 204 Scott Bldg. Salt Lake, Utah

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ALL STEEL—INDESTRUCTIBLE

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When you sell one of these All-Steel Coasters you sell an investment. It lasts. It serves. The boy can't break it. There's no come-back on your talking points.

IT IS THE BEST COASTER MADE

And it costs no more than the high-class wooden coaster.

Price $72.00 Dozen

Prompt deliveries. F. O. B. Cleveland, Ohio.



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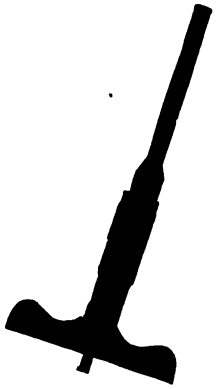
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Can You Supply the Tool He's Looking For?

Nine depth gages are included in the Starrett line. Two of these—one of which this machinist is looking for—are designed primarily for measuring to close limits the depth of grooves, holes, or irregular parts. Three others are invaluable where accurate measurements are necessary on work such as gaging the depth of holes and recesses in jigs, dies, fixture work, etc. The other four gages are popularly used on work which calls for less accuracy.

Can you supply this man with the tool he should have? Check up your stock with the new Starrett Catalog No. 22-B. F.



THE L. S. STARRETT COMPANY

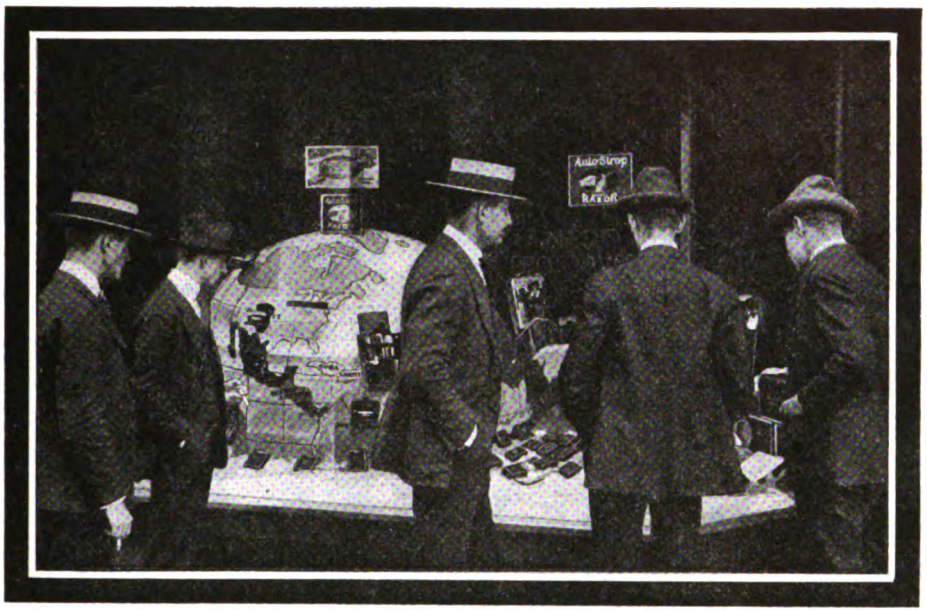
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-188

Sell Starrett Tools

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Put an idea in your window and it will draw people inside

"TO bring people into my store is my first problem. That is why I consider my windows the most valuable space I have. They attract people and bring them inside. And if I once draw an interested person inside the sale is half made," said Mr. C. R. Springer, one of the most successful retailers in Kansas City.

"A lot of people make purchases just because they see something in the window they happen to need—or something that interests and attracts them. But to arouse the greatest interest—to bring in the greatest number of people ready to buy, ***there must be a real idea in the window display.***

"For instance, almost every man is interested in the story told by an AutoStrop Razor display. It explains why a stropped blade gives a quicker, cleaner shave than an unstropped blade. It shows how the AutoStrop Razor strops itself in a few seconds. It explains how the AutoStrop can be stropped, used for shaving and cleaned—all without taking apart.

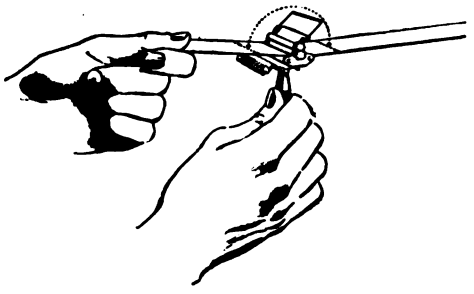
"These are new ideas to many men, ideas that any man wants to know more about. In *many* cases, a man will step inside, and a *demonstration* will complete the sale. I find that *my* sales of AutoStrop Razors show a *decided* increase when I have an *AutoStrop* display in my window."

Many other dealers profit from the same idea

Like Mr. Springer, thousands of merchants are increasing their business because they realize how easily "window shoppers" may be turned into steady customers. The AutoStrop Safety Razor Company is glad to supply dealers with interesting, attractive window displays. From Maine to California these displays have proved that they can get across an idea—the kind of idea that will bring customers into your store.

Write for information about our merchandising plan and other dealer helps. We can help you in many ways to speed up your AutoStrop Razor sales.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris



VALET AutoStrop Razor *sharpens itself*

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1847 ROGERS BROS.
SILVERPLATE





Ambassador

The dignity and beauty of this new pattern are most happily suggested by its name.

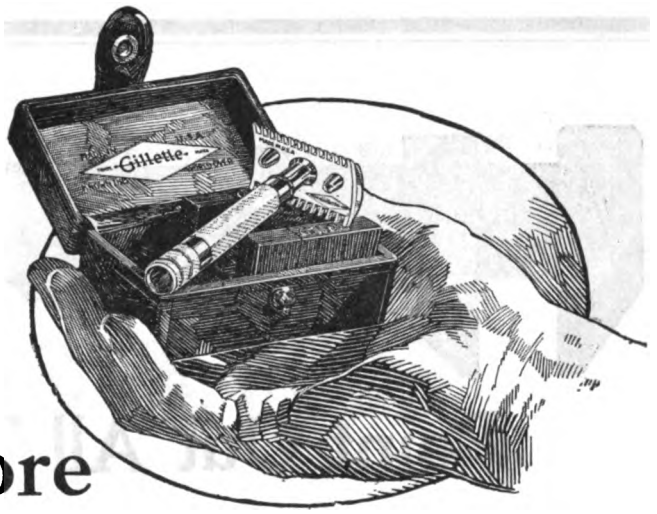
The Ambassador carries to the court of public approval the highest credentials as a representative of a line traditional for quality.

Unusually attractive advertising will announce this new pattern to the general public.

Illustrated folder and price list will be sent upon application to Advertising Department, International Silver Co., Meriden, Conn.

INTERNATIONAL SILVER CO.

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The Secret of Getting More Business on Gillette Blades

GO into any store where the merchant is known to be a big seller of Gillette Blades—and you will notice that he keeps his stock of Gillette Razors where people can see them.

Stop to think of it—what better way is there to remind a Gillette user that he may need some new Blades than by letting him realize he is in a real Gillette headquarters?

Good business and a fine year's profit! The dealer with an active trade in Gillette Blades makes more money on them, in the course of a year, than on all other items in a razor stock combined.

No Stropping—No Honing

Gillette

MADE IN U. S. A. TRADE Gillette MARK KNOWN THE WORLD OVER

Boston

Canadian Factory:
73 St. Alexander St.
Montreal, Quebec

New York
Chicago
San Francisco
London

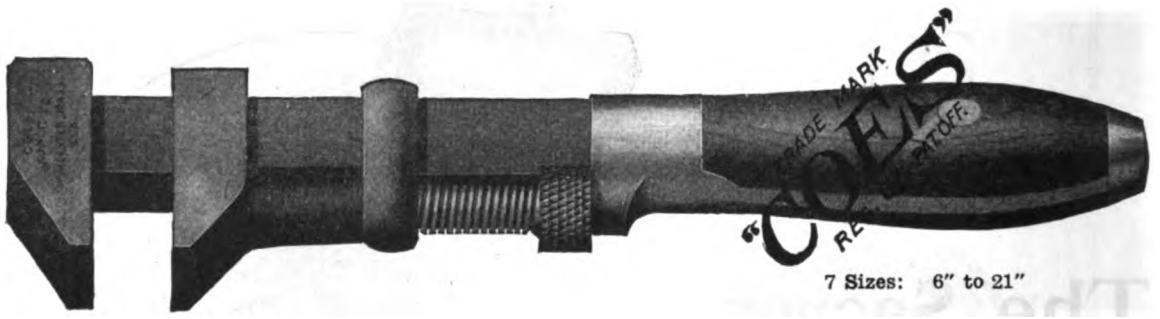
Paris
Milan
Madrid
Brussels

Copenhagen
Amsterdam
Geneva
Buenos Aires

Sydney
Shanghai
Singapore
Calcutta

Constantinople
Port Elizabeth
Rio de Janeiro
Tokyo

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Point Out All These Uses

It is really surprising how many extra sales of screw wrenches can be made during the spring and summer season by a little extra effort on the part of merchants and your sales force.

For example: Think of all the lawn mowers that are being used—all require frequent adjusting for short and tall grass and other needs and most people prefer a Coes Knife Handle Wrench for this work because it will fit all the nuts and is the strongest and handiest tool they can use.

Then there are the home garden implements, cultivators, etc., which must be adjusted to meet requirements, not forgetting the much used wheelbarrow which should be kept bolted up good and tight.

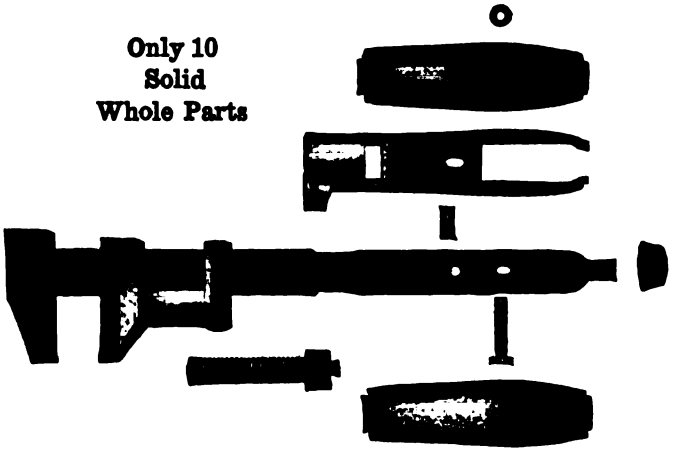
Now consider the farmer—think of all the implements and vehicles he uses which have bolts and nuts that call for a powerful, quickly adjusted wrench.

And for the work bench in the garage as well as those little jobs about the house—a Coes Knife-Handle Wrench is just the thing.

Very often just asking a customer if he needs a wrench for general use and reminding him of all the different uses a Coes Knife-Handle Wrench answers will result in **extra sales.**

Try it and see.

Only 10 Solid Whole Parts



Cost a trifle more to return more of the cost in "SERVICE"

Your Jobber Will Supply You

COES WRENCH COMPANY

Established 1841

WORCESTER, MASSACHUSETTS

AGENTS

J. C. McCarty & Co.
29 Murray St., New York

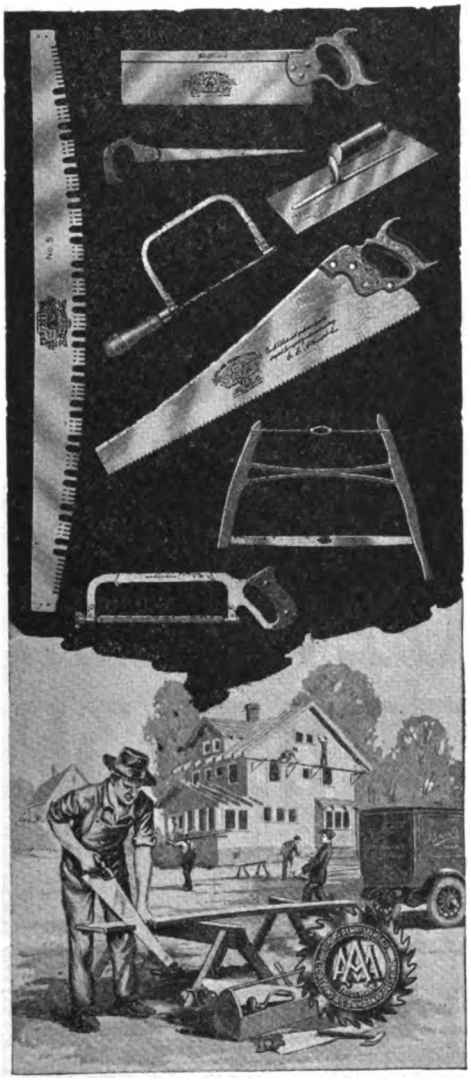
Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
113 Chambers St., New York

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ATKINS

SILVER STEEL SAWS



A Large Demand

The items shown on this page will be needed by you this year. Put in a stock of Atkins and profit on our advertising to carpenters, machinists, farmers and householders.

We will assist you to sell our saws and tools.

Write for our free Advertising Catalogue and plans to increase your saw and tool business.

We will be glad to send you samples of literature to enable you to select what you require.

Imprinting your name and address will be done free if you are an Atkins dealer. Write today.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

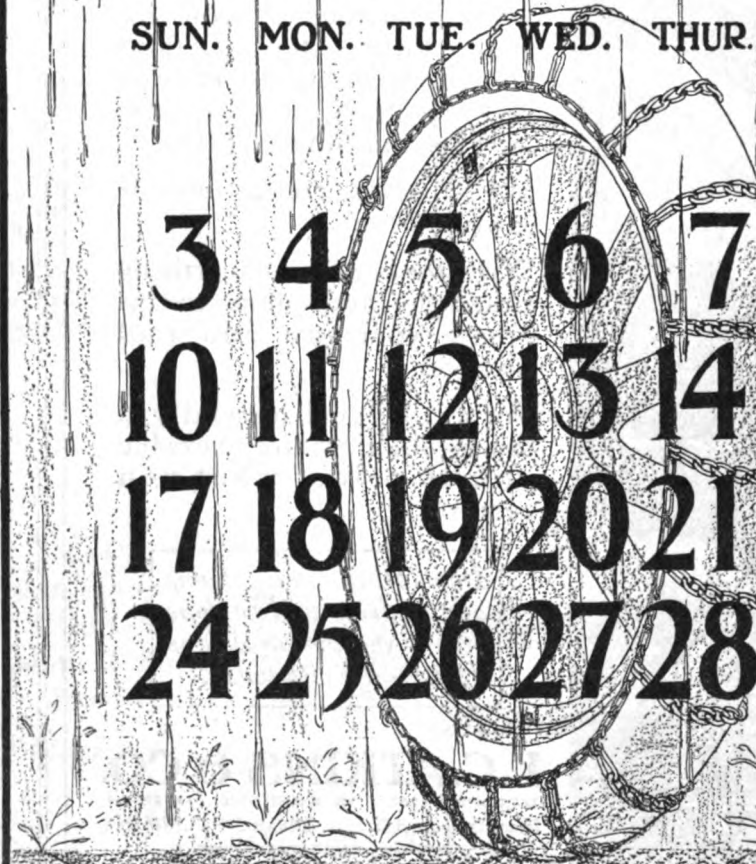
Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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APRIL SHOWERS
BRING FORTH
"WEEDS"
(AS WELL AS FLOWERS)

1921 APRIL 1921

SUN.	MON.	TUE.	WED.	THUR.	FRI.	SAT.
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30



AMERICAN CHAIN COMPANY
INCORPORATED
BRIDGEPORT, CONN., U.S.A.
IN CANADA: DOMINION CHAIN CO., LTD., NIAGARA FALLS, ONT.
General Sales Office, New York City
DISTRICT SALES OFFICES: CHICAGO, PITTSBURGH, BOSTON, PHILADELPHIA, PORTLAND, ORE., SAN FRANCISCO

Digitized by Google

REMINGTON UMC

Criminals thrive on carelessness

Citizen "John Jones" walking home after lodge meeting is held up and duly relieved of all his possessions.

All along, Jones knew he needed a pocket gun but like many of us he carelessly put it off till tomorrow.

Likewise the chances are that he will continue to go around without protection unless some gun dealer, **meaning you,** is on the job.

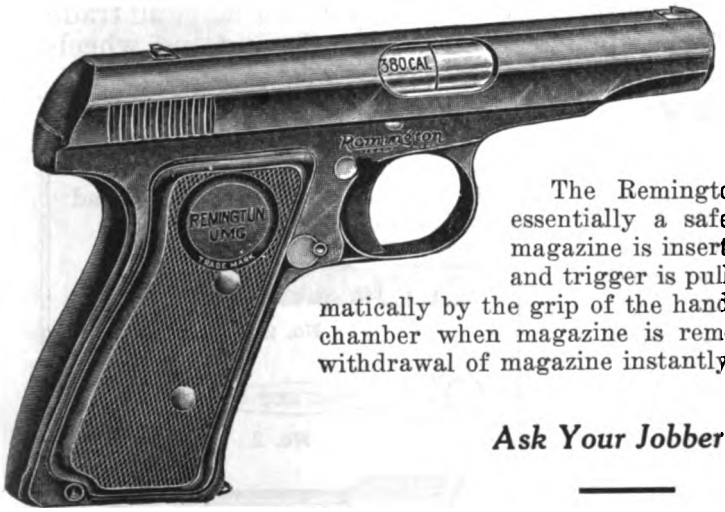
On the job means, perhaps, a window display or a "pet" stunt of yours, anything from advertising to demonstration that will pull Jones off the street and into your store with a demand for a pocket arm that will give protection.

Add to Jones the bankers, merchants, expressmen, automobilists and those who are the natural prey of the criminal, and you will have a list of prospective gun buyers that will make a sales campaign a real success.

Such a campaign, as you know, will yield in proportion to the extent of your effort. But wouldn't a campaign during the present open season for crime be much more productive of sales than later on when law and order is restored?

Preach pocket arm preparedness to the responsible citizens of your community. It will pay you and it will pay them.

The clean lines of the Remington Model 51 .380 Automatic pistol will attract attention in the show case. The safety features and simple operation will sell the gun to the average citizen.



The Remington Model 51 Automatic Pistol is essentially a safe gun—it can be fired only when magazine is inserted, safety lever is in firing position and trigger is pulled, as grip safety is depressed automatically by the grip of the hand. Should a cartridge remain in the chamber when magazine is removed, discharge is impossible since withdrawal of magazine instantly locks the hammer.

Ask Your Jobber

Remington Arms Company, Inc.

Woolworth Building, New York City

Successor to
The Remington Arms Union Metallic Cartridge Company, Inc.

Digitized by Google

GOODELL-PRATT

1500 GOOD TOOLS

GLASS CUTTERS

WITH WHEELS THAT CUT LIKE DIAMONDS



No. 1 --- Turret Head Glass Cutter

Goodell-Pratt Glass Cutter Wheels are made of tool steel, hardened by a special process, and to insure wheels that are absolutely right they are **honed twice and tested by actually cutting glass.**

These points of advantage should be brought to the attention of your trade, as the efficiency of a glass cutter depends entirely upon the cutting wheels.

14 Styles with Many Refinements

There are fourteen styles of Goodell-Pratt Glass Cutters, for cutting Straight, Round or Tubular pieces. We are the originators of the six-wheel turret head glass cutters, now so popular.

Stock Goodell - Pratt Glass Cutters, they are Efficient, Long Lived and Dependable. We can supply you with attractive circulars of our entire line for distribution to your trade.

A few of our 14 Styles of Glass Cutters.

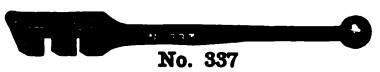
There are over 2000 Sizes and Kinds of Goodell-Pratt Tools.



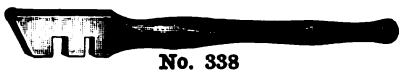
No. 216



No. 2



No. 337

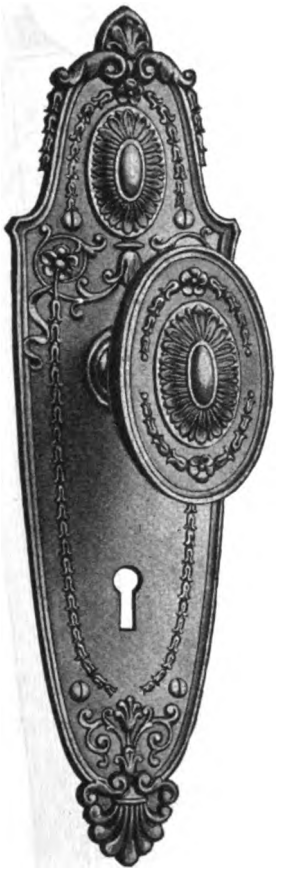


No. 338

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

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Building time is hardware time



Every new home or building **must** be equipped with hardware. Are you prepared to get your share of this business?

Sargent Hardware is easy to sell because of its beautiful designs and known reputation for quality. Year 'round national advertising keeps these advantages before the public.

Display Sargent Hardware and talk it. To be known as a dealer in Sargent Hardware will increase your prestige and your sales.

Let us co-operate with you in obtaining more of this profitable business. Send us the names and addresses of the prospective home builders in your neighborhood and we will send each of them a copy of the handsome Sargent Book of Designs and refer them to your store.

Sargent & Company

NEW HAVEN, CONN.

New York Chicago

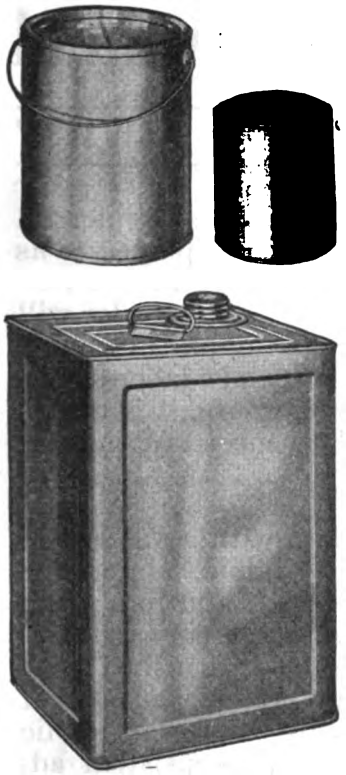
SARGENT

LOCKS AND HARDWARE

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Tin Cans and Pails

The amount of fruits, vegetables, syrups, honey, oysters, paints, oils and similar products that are packed in tin containers is enormous.

Because the use of tin containers insures a **big saving**—no breakage and are light in weight.

Last year Hardware Jobbers and Dealers sold millions of our Tin Cans and Pails to packers, farmers, home canners and others.

All standard styles and sizes from ½ pint to 5-gallon containers according to products.

We pack them in corrugated strawboard cartons and wooden crates or cases of convenient size to make distribution easy for Jobbers and Dealers.

Write for prices and particulars
now, stating requirements.

W. W. Boyer & Co., Inc.

2327-2359 Boston St. **Baltimore, Md.**



A Trade Builder

Every R-W grindstone you sell is a trade builder for other R-W products.

The reason is simple—it's a quality grindstone—and there is a type to meet each individual demand.

Angle iron frame—tubular frame—wood frame.

Pedal—hand—or power operated, as desired.

Send for catalog to use in your Purchasing Department

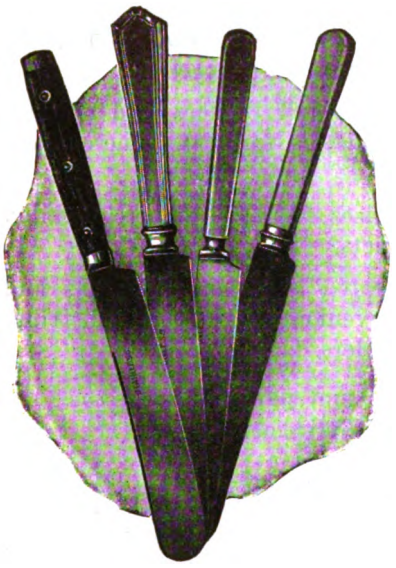
Ask for Catalog HB3

Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides"
Aurora Illinois U.S.A.

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STAINLESS—The New Cutlery Steel

"NEITHER RUSTS, STAINS NOR TARNISHES"



STAINLESS CUTLERY is a splendid "leader"—but it must be displayed to as good advantage as any other line of cutlery. Good sales are assured if the dealer will take advantage of the merits of this novel material. Not only is it new, and a labor-saver, but it is attractive. Furthermore, it is manufactured and guaranteed by successful makers of silverware and cutlery.

These blades are furnished with a variety of attractive handles — celluloid, aluminum, wood, rubber and "stainless," and in a great variety of paring knives, grapefruit and dinner knives. Stainless is also furnished with the various nationally advertised patterns of silverware — patterns with which the public have become familiar through consistent advertising.

Write direct to the companies listed below — it will pay you to investigate Stainless

Stainless Cutlery is "Made in America" by the following:

AMERICAN SILVER CO.,
Bristol, Connecticut.

AMERICAN CUTLERY CO.,
Chicago, Illinois.

CLEMENT MANUFACTURING CO.,
Northampton, Massachusetts.

FAILOR-MARTIN CORPORATION,
Bloomfield, New Jersey,

INTERNATIONAL SILVER CO.,
Meriden, Connecticut.

JOHN RUSSELL CUTLERY CO.,
Turners Falls, Massachusetts.

LAMSON & GOODNOW MFG. CO.,
Shelburne Falls, Massachusetts.

LANDERS, FRARY & CLARK,
New Britain, Connecticut.

MERIDEN CUTLERY CO.,
Meriden, Connecticut.

NORTHAMPTON CUTLERY CO.,
Northampton, Massachusetts.

REED & BARTON CORPORATION,
Taunton, Massachusetts.

ROGERS, LUNT & BOWLEN,
Greenfield, Massachusetts.

SIMEON L. & GEORGE H. ROGERS CO.,
Hartford, Connecticut.

WM. A. ROGERS, LIMITED,
Niagara Falls, New York.

SHELTON TOOL & MACHINE CO.,
Derby, Connecticut.

THE WATSON CO.,
Attleboro, Massachusetts.

WASHINGTON CUTLERY CO.,
Watertown, Wisconsin.

WINCHESTER REPEATING ARMS CO.,
New Haven, Connecticut.

R. WALLACE & SONS MFG. CO.,
Wallingford, Connecticut.

American Stainless Steel Company

1543 Oliver Bldg., PITTSBURGH, PENNA.

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MAKE YOUR SALE A SUCCESS

Handle

American Maid Aluminum Ware

The Popular Price Line

A Good Sales Feature



A Quick Profit Maker

"American Maid"

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the

American Maid Line

Mr. Dealer: You will find every housewife an enthusiastic buyer for

American Maid Ware

—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

Ask Your Jobber for American Maid Aluminum Ware

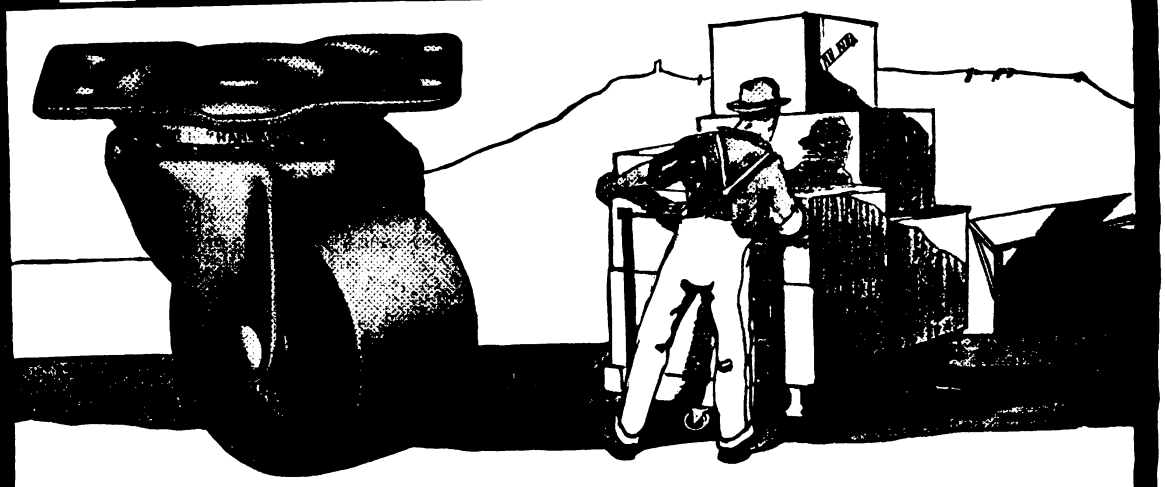
Manufacturers

ILLINOIS PURE ALUMINUM CO.

LEMONT, ILLINOIS, U. S. A.

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BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?



The Bassick Company

Which is a consolidation of—
The Universal Caster & Foundry Works
The M. B. Schenck Company
The Burns & Bassick Company

Write for descriptive circular No. 200 W

General Offices
BRIDGEPORT - CONN.

PRODUCTS

Digitized by Google



Making Sales Stick

VOSS O'CLOCK NINE O'CLOCK

You want every washing machine you sell to stay sold and give satisfaction. The best way to be sure of this is to handle only those lines which are built by ripened and tested experience.

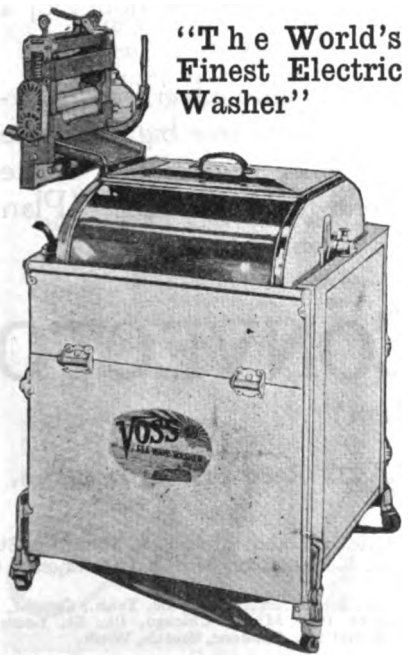
Voss Washers have been on the market 44 years. Every one of the nine models has been thoroughly tested, and there are today more than a million Voss users who are willing to voice their satisfaction.

Our famous Triple Tub Washer is shown above. All three tubs connected with a built-in drain pipe. No other tubs necessary. The reversible wringer—with hand and foot control, slides into position over each tub.

This washer is as convenient as a kitchen cabinet. It can be moved anywhere and is operated by either a direct connected electric motor or by pulley drive for gas engine power.

There are eight other popular models ranging from inexpensive, easy operated hand power machines to our DeLuxe all metal Sea Wave Washer.

"The World's Finest Electric Washer"



Voss Sea Wave Washer

The tub is built like a thermos bottle and will keep boiling water hot—five hours. Finished in white enamel, baked on. The steel cabinet is finished in a beautiful sea green enamel.

The wringer is reversible, adjustable in any position, and has safety release. The driving mechanism is simple and works without jerk or vibration.

This washer is worth $25 to $50 more than the average electric washer, yet it is sold at a price that meets the new conditions, and so are all other Voss Washers.

Write for booklet. Get the exclusive agency for your city

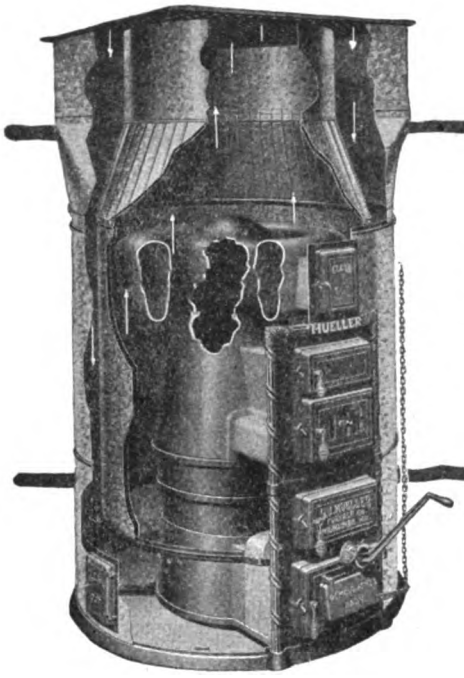
Voss Bros. Mfg. Co., Davenport, Ia.

The First Washer Was A Voss—44 Years Ago

BRANCH SALES OFFICES:

Voss Bros. Mfg. Co., 430 I. W. Hellman Bldg., Los Angeles, Calif.
R. M. Burton Sales Agency, 1006 Alaska Bldg., Seattle, Wash.
O. P. Brett, Manager of Exports, 136 Water Street, New York City

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Sectional View of Convector

Are you profiting from the biggest, easiest market for heat?

THERE is a bigger market for the Convector in your community than for any other type of heating system.

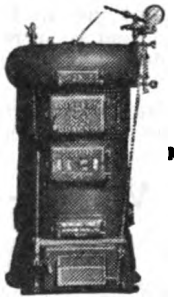
This, simply because it is the most practical, healthful and easily installed type for new houses or old.

Any pipeless system may heat a home, just as a pot-metal hatchet may chop down a tree. But not every pipeless system will breed the satisfaction that comes from the life-long service, comfort and economy of a Mueller "Big 3" Convector.

Sell the superior, nationally advertised, guaranteed Convector with its three big exclusive features. Let Mueller co-operation make sales for you. Send for the Mueller "Plan for Profit."

More than 166,000 homes and buildings are Mueller heated.

The L. J. Mueller Furnace Company makes superior heating systems of all types — warm air, steam, vapor, vacuum and hot water. Mueller ratings are guaranteed.



MUELLER Boiler

MUELLER "BIG 3" CONVECTOR

(*Pipeless Heating System*)

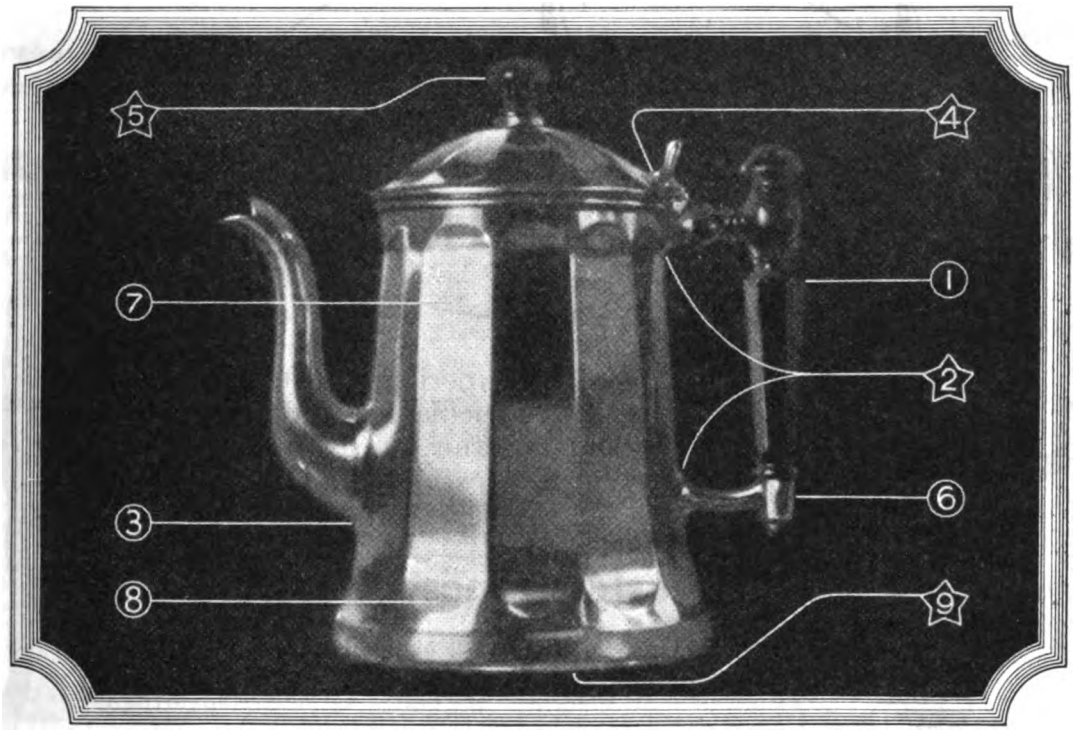
L. J. Mueller Furnace Company, 233 Reed St., Milwaukee, Wis.

ESTABLISHED 1857

Distributors; The Salt Lake Hdwe. Co., Salt Lake City, Utah, and Pocatello, Idaho; Holbrook, Merrill & Stetson, San Francisco and Los Angeles, Calif.; Richards and Conover Hdwe. Co., Kansas City, Mo. and Oklahoma, Okla.; The Jackson Hardware Co., Aberdeen, So. Dakota.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn.; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Portland, Ore.; Wenatchee, Spokane, Seattle, Wash.

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The Market at Your Door

Through Mirro Aluminum advertising we are constantly creating new sales opportunities for Mirro dealers.

Every reader of every Mirro advertisement is a "prospect" for a Mirro Aluminum sale. Together, these readers in the community constitute a ready-made market which the dealer has only to reach out for to make his own.

Many million pieces of Mirro Aluminum were sold last year. Many Mirro dealers report a greater volume of sales this year than for the corresponding period of 1920. These merchants are aggressive in going after Mirro business. Mirro is displayed in store windows, on counters and shelves. They advertise. And dealers' helps are used judiciously.

If you do not handle the Mirro line write for our dealer proposition.

Note: Mirro national advertising for May, full-page size in leading women's publications, will show the Colonial Tea Pot. Features explained below:

1 Sure-grip, ebonized, detachable handle which insures comfortable handling and easy pouring.

☆ *2* Handle sockets welded on.

3 Spout welded on.

☆ *4* The combination hinge and cover tipper welded on.

☆ *5* Rivetless, no-burn, ebonized knob.

6 Flame guard protects handle when the pot is on the stove.

7 The famous Mirro finish.

8 Beautiful Colonial design.

☆ *9* Famous Mirro trade-mark stamped into the bottom of every piece and your guarantee of excellence throughout.

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM REFLECTS GOOD HOUSEKEEPING A. G. M. CO.

Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM *Reflects Good Housekeeping*

Digitized by Google

Sunbeam

The Quality Hand Iron

The achievement of experienced mechanics and master designers — immediately evident in every detail of the sturdy interior, the grace of lines and proportions, the richness of finish, choice of appointments and the beautiful stand.

The World's Finest Electric Iron

It anticipates every requirement of the discriminating buyer, and assures dealers the patronage of that large class of women who at all times seek the best. Nationally advertised.

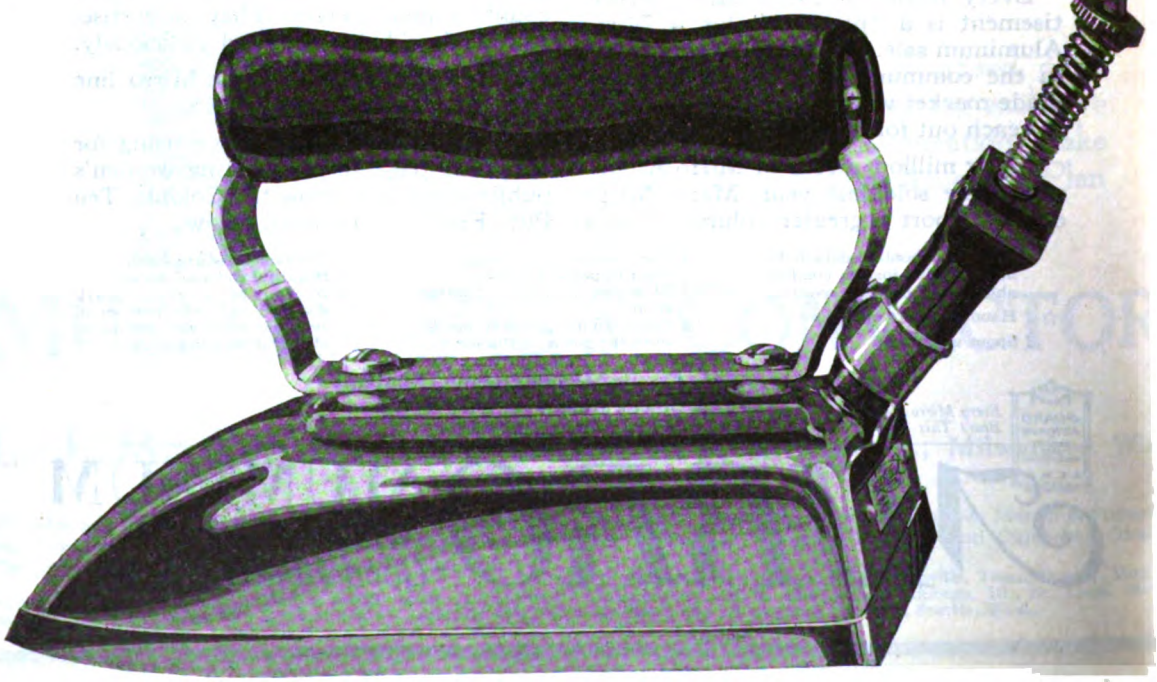
Trade requests for samples and information are receiving immediate attention

Manufacturers of the

DOMESTIC

—a good, honest electric iron at a low price.

Chicago Flexible Shaft Company
5604 Roosevelt Road, Chicago, Ill.



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DU PONT — THE STANDARD SHOTGUN POWDER

Facts that Every Dealer Should Know about Du Pont

It is a fact that Du Pont Powders have been standard for over a century. Made in great quantities by the world's largest makers of explosives, they have always been known for their fine quality and their uniform performance year in year out.

Other reasons why "Du Pont" has the largest sale of any powder made:

—because it gives the highest velocity.

* * *

—because it gives the closest patterns.

* * *

—because it develops the lowest initial pressure, which means less strain on the gun.

* * *

—because it is the cleanest-burning powder made.

* * *

—because it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

Concentrate Your Stock
—and speed up your sales of Shotgun Shells

THOUSANDS of dealers have found that the Du Pont Plan of standardizing loads of shotgun shells enables them to achieve at least one, and in many cases two, *extra* turnovers per year. The plan is briefly this:—

Drawing on our one hundred and nineteen years of experience as powder makers, we have selected the loads listed below as those which will give the best results in the field or at the traps.

These are the DU PONT STANDARD LOADS and they will do the work!

They meet the demands of the vast majority of sportsmen who are looking for results and who do not care to experiment. Concentrate your stock on these Standard Loads and you will have fast-selling shells that will move rapidly and give you that extra turnover this year that is so desirable.

Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

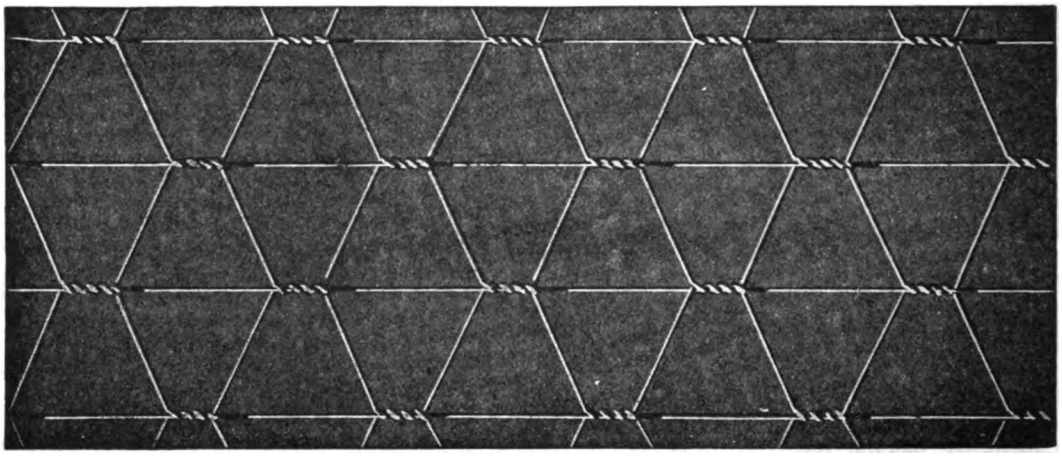
DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛
Pheasants	3	24	3¼	1⅛
Geese	3½	28	3½	1⅛
Wild Turkey	3½	28	3½	1⅛
Squirrel, Rabbits	3	24	3¼	1⅛
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼



Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

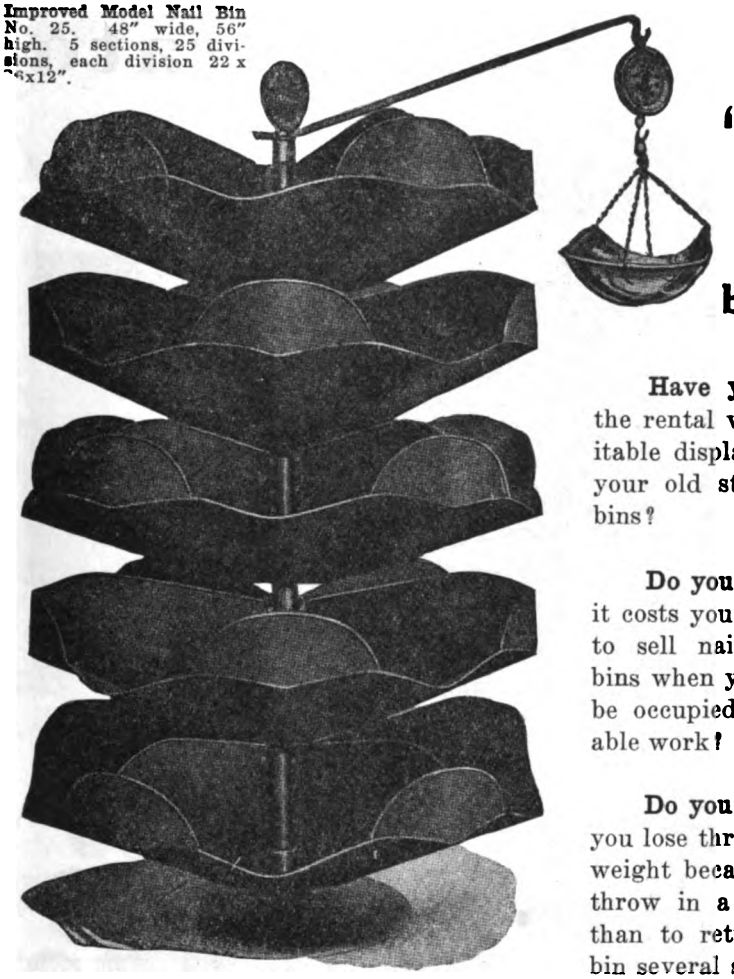
San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Time and Space——

Improved Model Nail Bin No. 25. 48" wide, 56" high. 5 sections, 25 divisions, each division 22 x 6x12".



The "ECLIPSE"

Nail Bin will save both for you

Have you ever figured the rental value of the profitable display space used by your old style counter nail bins?

Do you know how much it costs you in waste of time to sell nails from counter bins when your clerks might be occupied in more profitable work?

Do you know how much you lose through giving over weight because it's easier to throw in a few extra nails than to return same to the bin several steps away?

Important considerations, in these times of high prices and high salaries.

The Eclipse nail bin eliminates all the waste from the selling of nails. It occupies but a few square feet of floor space yet is large enough to hold a keg each of all sizes. It saves 10 lineal feet of counter space which can be used for displaying other merchandise more profitable than nails.

The Eclipse Improved Bin is solid all steel construction with sections that revolve individually on full metallic ball bearings. Capacity of 100 pounds per bin, 5 bins to the section and 5 sections.

Spring scales swing in direct line with where you are weighing out. No trouble, no waste—just efficiency.

More than 6,000 concerns are using the Eclipse and not one of them would go back to the old style bins.

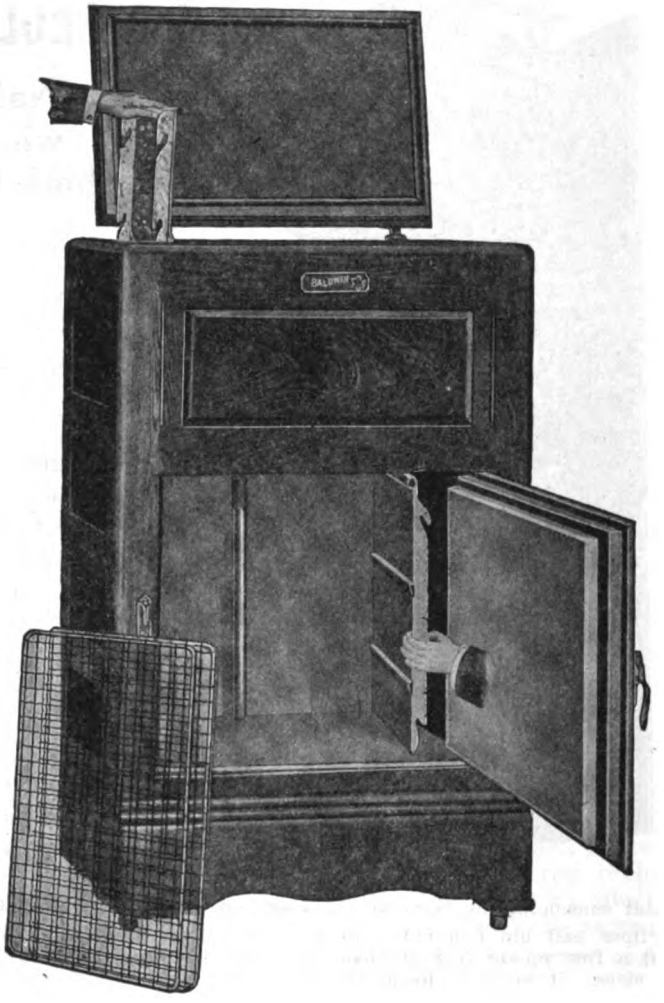
If your jobber does not sell the Eclipse, write us direct, or just tear out this page and send it in. Full information and prices will be forthcominy promptly.

THE WELLSTON MANUFACTURING CO.

WELLSTON, OHIO, U. S. A.

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BALDWIN
Dry-Air Refrigerator



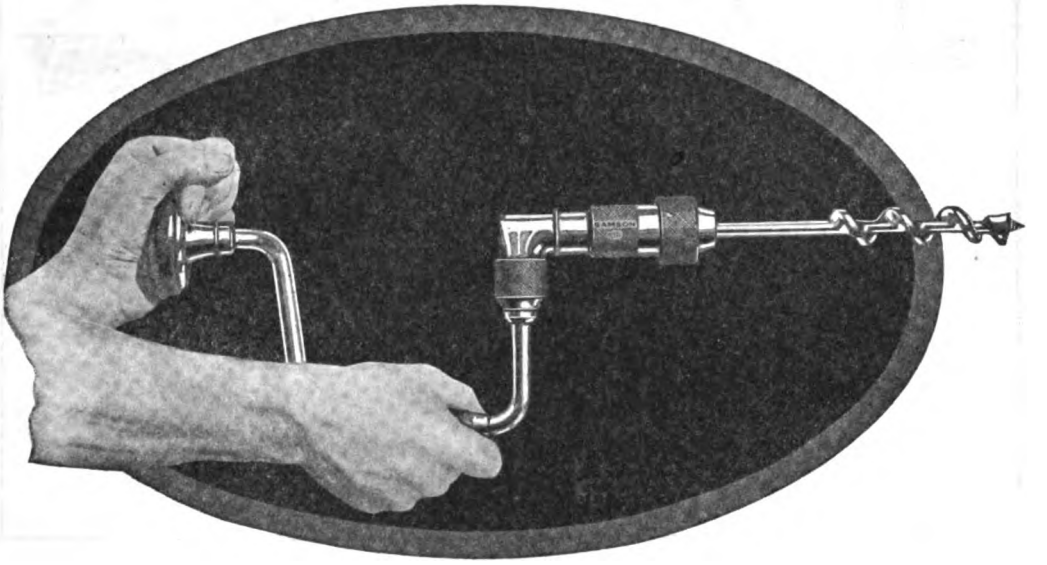
A Baldwin Refrigerator can be had to fill your every demand—from the smallest sizes for small families to the largest sizes for large families, hotels, clubs and grocers. Every one is of the highest quality. Prices are moderate. Oak and ash cases. Porcelain, Galvanized and White Enamel lined.

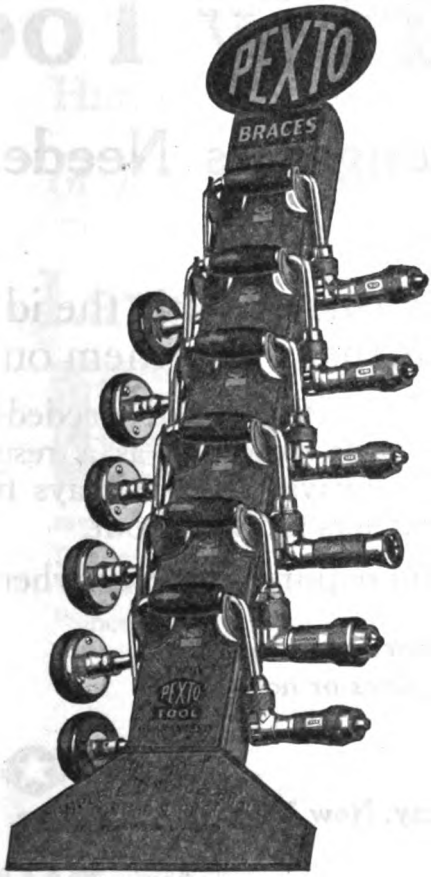
The Baldwin Refrigerator Co.

Burlington, Vt.

Stock Carried by Heyman-Weil Co., San Francisco

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Set Higher Standards

Let the quality of the tools you sell reflect the high standard of your services.

Sell Pexto Tools—they have been accepted for generations as the highest standard of quality, durability and perfection and they are fully guaranteed by the maker.

There are numerous features built into a Samson Brace which good mechanics look for and demand, viz., "The ball bearing chuck, perfect adjustment of the forged steel alligator jaw, the ball bearing head, the concealed ratchet, the concealed brass friction washers, the full steel clad head and other Pexto features."

Brace Display in your window or on your counter will attract attention, create interest, arouse desire and then the sale is practically made.

Less time and less effort reduce selling costs.

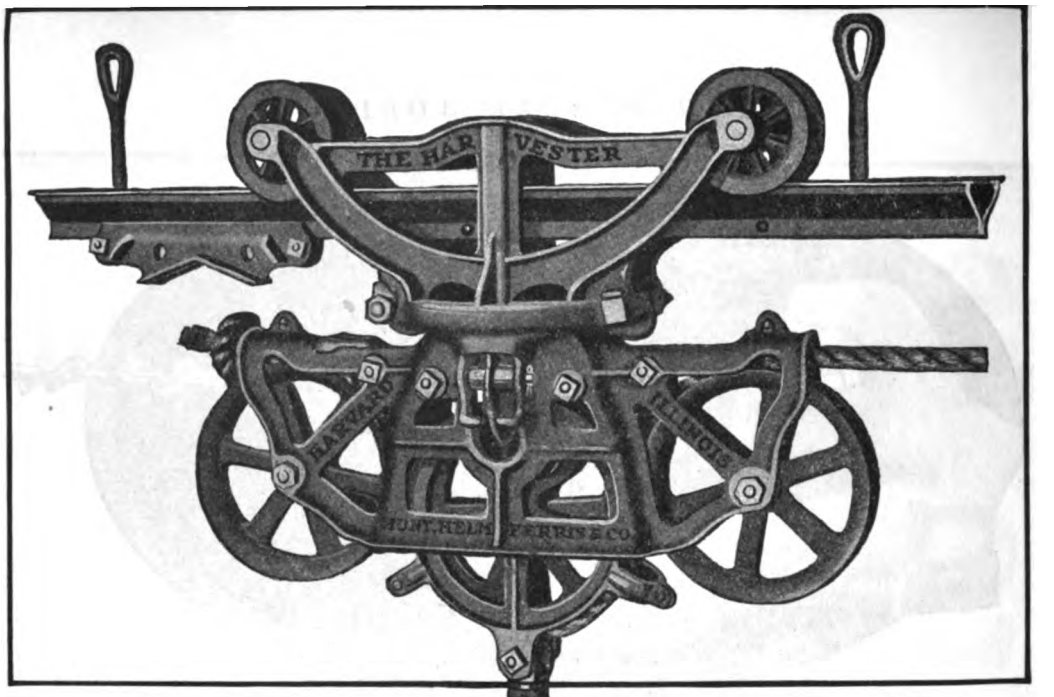
Send for Our New No. 20 Catalog

PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

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Harvester Hay Tools

Extra Strong Where Strength is Needed

Good goods make fast friends.

The first season is no test of a hay carrier—it's the idle months, not the short period of use, that wears them out.

Harvester Hay Tools are extra strong where strength is needed—when not in use, there are no working parts exposed—as a result they give satisfaction season after season—always ready—always fit. Still good for years of service after other carriers are worn out.

All styles, sizes and types to fit every need and requirement everywhere.

Send for the Catalog. It's worth having whether you want to change lines or not.

Hunt, Helm, Ferris & Co.

Harvard, Illinois — *Complete Barn Outfitters* — Albany, New York

Designers and Manufacturers of

STAR Equipment

The STAR LINE

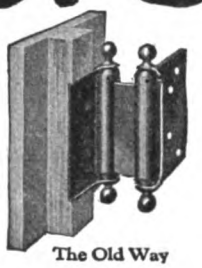
"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

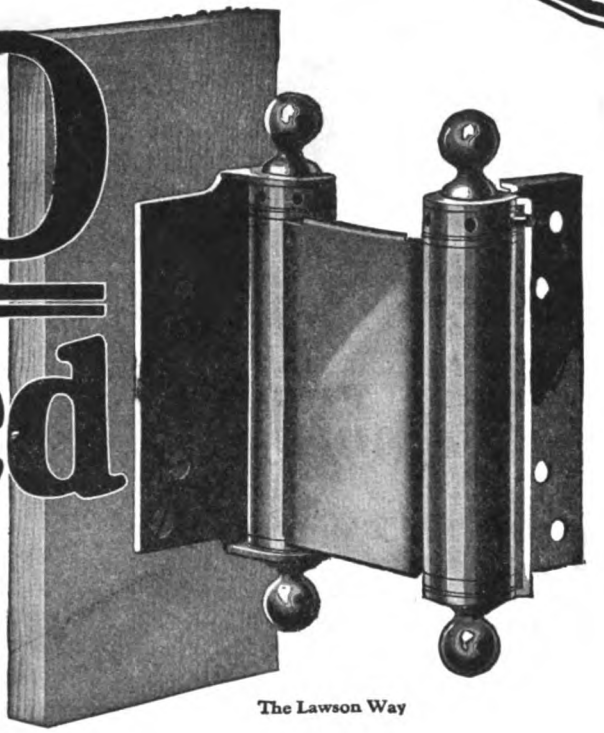
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$1.50 Saved

on the Hanging of Every



The Old Way



The Lawson Way

Lawson Nu Jamb Spring Hinge

LAWSON Nu Jamb Spring Hinges are applied directly to door jambs *without hanging strips*. No strips to buy, finish or mortise. The saving on each hanging is at least $1.50. Dealers everywhere prefer them. A Western dealer recently said:

"Since I've been showing LAWSON'S hinges, customers won't buy others. The hinge that requires no strips outsells all the others put together."

Stock LAWSON hinges, compare sales with ordinary hinges, note how easily they sell once you explain the direct-application feature, and you too will prefer to handle LAWSON'S hereafter.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

Lawson Manufacturing Company
Dept. 7784 230 W. Superior St., Chicago, Ill.

Eastern Representative
John H. Graham & Co.
233 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

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Complete Garage Sets

COMPLETE hardware door sets for garages of all sizes, shapes and designs are among the recent developments of the McKinney Manufacturing Company. Garage doors hung with these sets are easy to operate, offer greater protection and assure an entrance that adds dignity and charm to the whole structure.

These garage sets have a remarkably wide range of usefulness embracing the swinging, sliding-folding and "around the corner" types of doors. Doors hung with the sliding-folding set fold smoothly out of the way into the garage. "Around the corner" hung doors, used where space is comparatively limited, slide along the inside wall. McKinney hung doors close weathertight — without sagging or sticking. All these sets, including drawings and directions, are packed complete in wooden boxes.

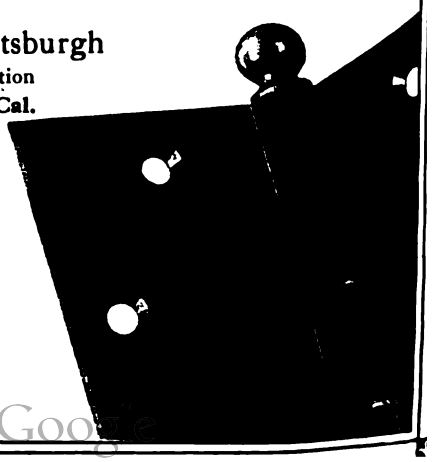
McKinney Garage Door Sets have been given the same careful attention that is responsible for the worth and work of McKinney Hinges and Butts. The McKinney Manufacturing Company has been identified with the development of builders' hardware for fifty years.

McKinney hung garage sets are being extensively advertised in The Saturday Evening Post, The Literary Digest, System and a number of the leading Architectural and Builders' Magazines. McKinney Dealers should be equipped and ready to follow up this advertising with sales. Send for the illustrated booklet on McKinney Garage Sets and information on the general McKinney advertising helps. These include counter and window display cards, proofs of the national advertising, booklets and a complete campaign of general hardware advertisements for your local newspapers.

McKINNEY MANUFACTURING CO., Pittsburgh

Western Office, State-Lake Bldg., Chicago. Export Representation
John H. Graham & Co., 268 Market St., San Francisco, Cal.

McKINNEY
Hinges and Butts



Also manufacturers of McKinney garage and farm building door hardware, furniture hardware and McKinney One-Man Trucks

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The GUARANTEED ROPE

"Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."



COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "*The Cordage City*"

Branches:— New York, Baltimore, Chicago, Houston, Boston

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Some High Grade Standard

Rubber Tips and Bumpers



That ought to be in your stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue

Boston, Mass. - U. S. A.

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1834 1921

The Central Stamping Company

MANUFACTURERS OF

"STERLING"

GRAY

ENAMELED WARE













Represented in California
by
BARRETT & ROSS
Rialto Bldg., Room 234, New Montgomery and Mission Sts., San Francisco, Cal.

THE CENTRAL STAMPING COMPANY N.Y.

TRADE MARK

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah
by
FRED A. LEE
1620 13th Ave. Seattle, Wash.

THE CENTRAL STAMPING COMPANY - NEW YORK

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ANCHOR BRAND HARDWARE PRODUCTS

HARNESS SNAPS BRING EXTRA PROFITS Without Extra Overhead



A TALK WITH PROGRESSIVE HARDWARE DEALERS

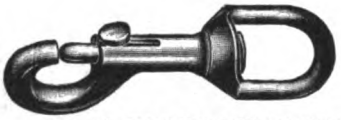
Many hardware dealers are already well established in this lucrative field, selling snaps and other harness hardware and increasing their profits without increasing their overhead.



No. 14 ROUND EYE SNAP



No. 15 LOOP EYE SNAP



No. 16 SWIVEL EYE SNAP



No. 103 FLAT SPRING SNAP

A good assortment of harness snaps does not require extensive space. A reasonable variety of standard types, such as those illustrated on this page, can be carried without inconvenience. When the snaps are displayed, farmers and teamsters are attracted to your store and they form the habit of trading with you regularly, buying merchandise in general, in addition to harness hardware.

A moderate investment of this kind has often been the means of building up a profitable and permanent business.

BY INVITATION MEMBER OF

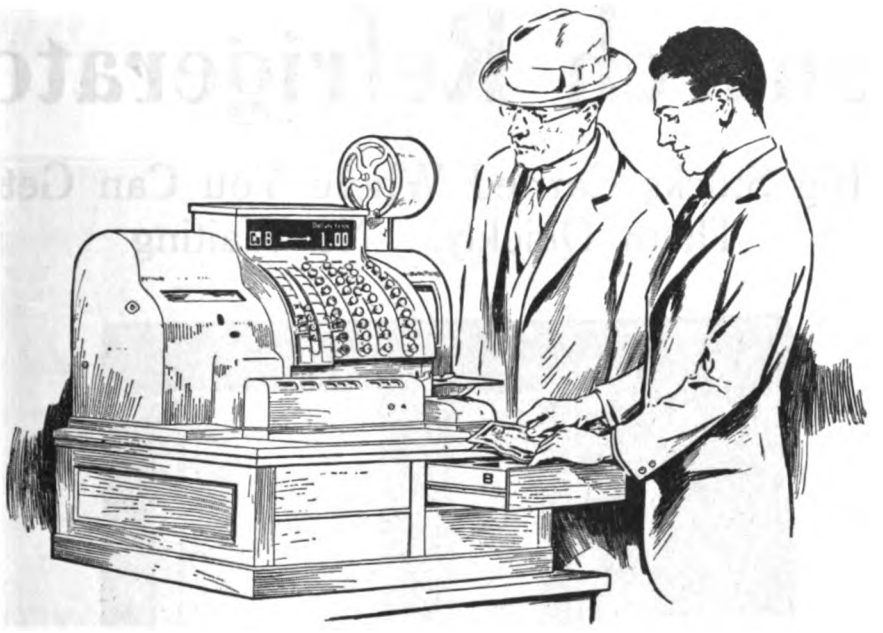
NEW YORK, U.S.A.

NORTH & JUDD MANUFACTURING CO.
NEW BRITAIN, CONN.

If your jobber doesn't sell "Anchor Brand" Hardware Products please notify us.

223

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Clerk B has made a cash sale for $1.00

The indication at the top of an up-to-date National Cash Register gives publicity to every transaction. The merchant, the clerk, and the customer see this record.

This prevents mistakes in price and in making change. It removes temptation.

The record shown in the indication is printed on a strip of paper which is locked up inside the register. This record also is printed on a receipt for the customer.

The amounts indicated and printed are added into totals which show, at a glance, (1) the total business handled by each clerk, and (2) the total of each kind of transaction.

This assures the merchant that every sale is handled accurately. It also assures him of accurate records which give him control of his business.



This is the indication. "Ca" shows it was a cash sale. "B" is the clerk's initial. "1.00" is the price.

Charge sales are indicated by "Ch," received on account by "Rc," and paid out transactions by "Pd."

The same indication shows on both front and back of the register.

We make cash registers for every line of business. Priced $75 and up.

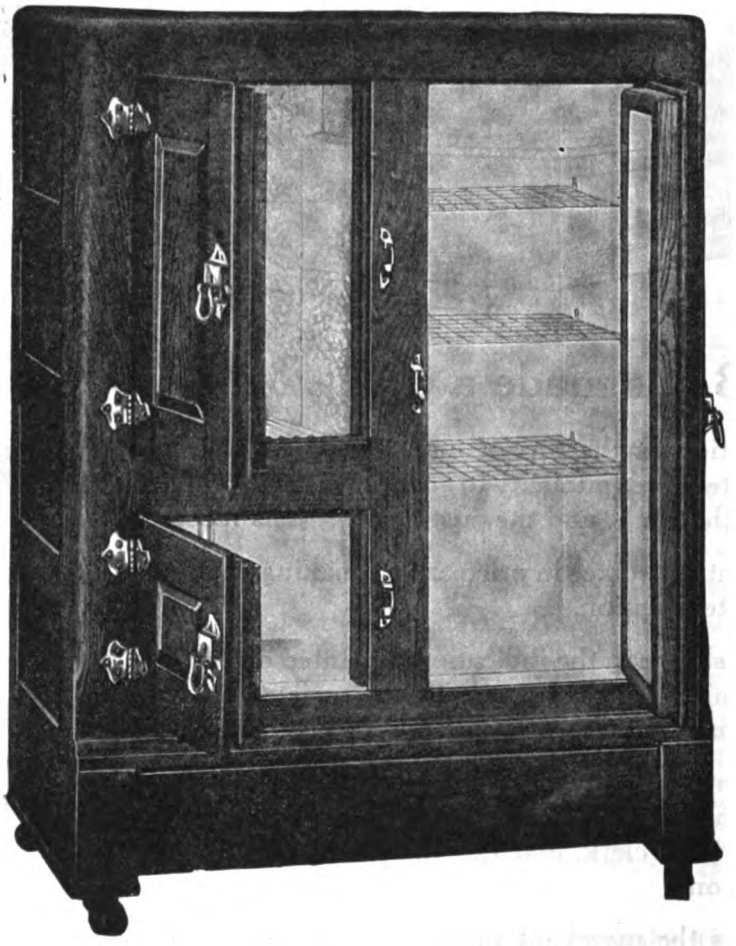
NATIONAL CASH REGISTER CO.

DAYTON, OHIO.

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Monarch Refrigerators

Big Stocks Carried Where You Can Get Them Quickly. No Waiting



Attractive designs and popular sizes, which sell easily and show you a good profit. An old established make, but abreast with the times in all details. Cabinets of ash and oak. Lined with porcelain, white enamel and galvanized. Removable flues, waste pipe, and inside trap. Tinned wire shelves and strong, handsome hardware.

Monarch Refrigerator Works, Burlington, Vt.

Hoffman Hardware Co.
Los Angeles

Sloss & Brittain
San Francisco

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Square Lip Strainer Pail

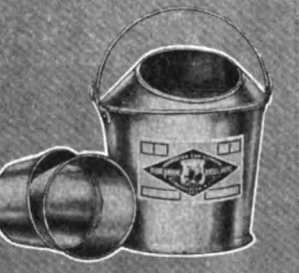

Dairy Pail


Round Lip Strainer Pail


Hood Dairy Pail


Nestable Strainer Pail


Two-Ring Dairy Pail


Sanitary Milking Pail

These Dairy Pails are Big Sellers— Every One of Them

BECAUSE in the design *and* construction *of* them, we have spent a great deal *of* time in finding out just which types are best suited to the Dairyman's requirements. In other words, they are built to please him, and that is the secret *of* their enviable popularity.

IRON HORSE DAIRY PAILS

are built from heavy gauge bright tinplate, equipped with extra heavy bails *and* our own patented reinforced ears. They are carefully formed, hand soldered, and securely wrapped and packed for shipment.

Get in touch with your jobber today. If he cannot supply you, write us.

ROCHESTER CAN CO.
ROCHESTER, N. Y.

Strength Service

IRON HORSE METALWARE

As Strong As The Name Implies

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SUBSTANTIAL ——— SANITARY ——— SAFE



WITT CORRUGATED GARBAGE PAILS

The heaviest and strongest garbage pails on the market.

Built to hold up under constant hard use.

Made of heavy corrugated sheet steel with extra heavy bottoms and lids; "hot-dip" galvanized after being formed and riveted, thus closing all seams and joints, making containers absolutely water tight. Each pail is given water test before leaving the factory.

Made in four sizes: 5, 6 6-10, 8¼ and 10 gallons.

The same quality which has characterized the well known Witt-Corrugated Ash Cans is found in these Witt-Corrugated Garbage pails.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.....San Francisco	Seller Bros. & Co.....San Francisco
Dohrmann Commercial Co.....San Francisco	Whiton Hardware Co. .....Seattle
Dunham, Carrigan & Hayden Co.....San Francisco	Thomson-Diggs Co. .....Sacramento
Heyman-Weil Co. .....San Francisco	M. Seller & Co.....Portland, Seattle, Spokane
Holbrook, Merrill & Stetson, Inc.....San Francsico	Honeyman Hardware Co.....Portland
Mangrum & Otter, Inc.....San Francisco	

Manufactured by
THE WITT CORNICE CO.
Cincinnati. Ohio

Pacific Coast Representatives
GRIFFITH SALES CO.
693 Mission St., San Francisco

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WHITE FROST

THE REFRIGERATOR THAT SELLS ITSELF

Many White Frost Dealers Have Been Appointed Since Our Original Announcement Was Made

Are You One of Them?

THIS may be your last opportunity to get a White Frost dealer franchise.

But one dealer is granted the sale of White Frost Refrigerators in each town and naturally the appointments are being snapped up rapidly.

Dealer inquiries are coming in from every section of the country. This is a mighty good indication of how enterprising hardware, house furnishing and department store merchants everywhere view this proposition.

Present dealers who have a White Frost Refrigerator to display are reporting keen interest on the part of their customers.

If you have ever seen a White Frost you can understand why it is referred to as "The Refrigerator That Sells Itself."

And it sells best in competition. By comparison it so overshadows other refrigerators that you wonder how other types are sold.

Besides rapid and easy sales you will find that the White Frost business is not seasonable like other types.

One reason for this is because women appreciate the convenience of their White Frost—its easy cleaning features and the fact that it consumes comparatively little ice—and they like to use their refrigerator the year around. Their friends see these same advantages and immediately become prospects.

Don't get the idea that you must lay in a large stock of refrigerators to become a White Frost dealer. We know the White Frost will sell—we therefore don't expect our dealers to overstock.

Our selling plan includes dealer helps—local newspaper advertisements and real sales cooperation.

Write or wire today for further details

HOME PRODUCTS CORPORATION
JACKSON, MICHIGAN, U. S. A.

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New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST



Pacific Coast Representatives

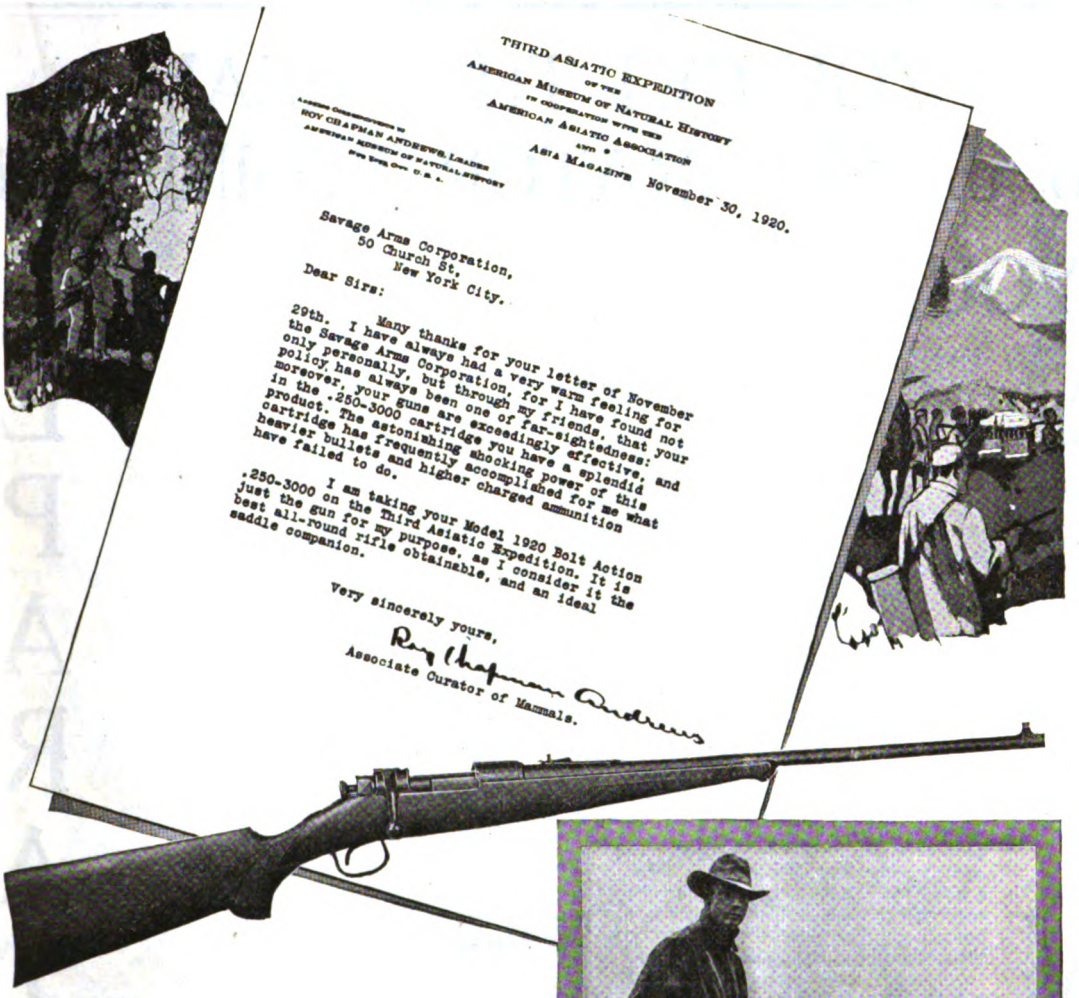
Wm. P. Horn Co.
Rialto Bldg.
San Francisco

Portland
Los Angeles
Seattle

NEW YORK STAMPING COMPANY

Brooklyn, New York

Digitized by Google





BECAUSE of their faultless performance under conditions highly trying to ordinary firearms, because their dependability is proverbial, Savage Rifles are included in the equipment of the third Asiatic Expedition.

Savage Rifles and Firearms have been "the right arm" of many of the important scientific and explorative Expeditions of recent years.

SAVAGE ARMS CORPORATION
UTICA, N. Y.
Executive and Export Offices: 50 Church St., New York

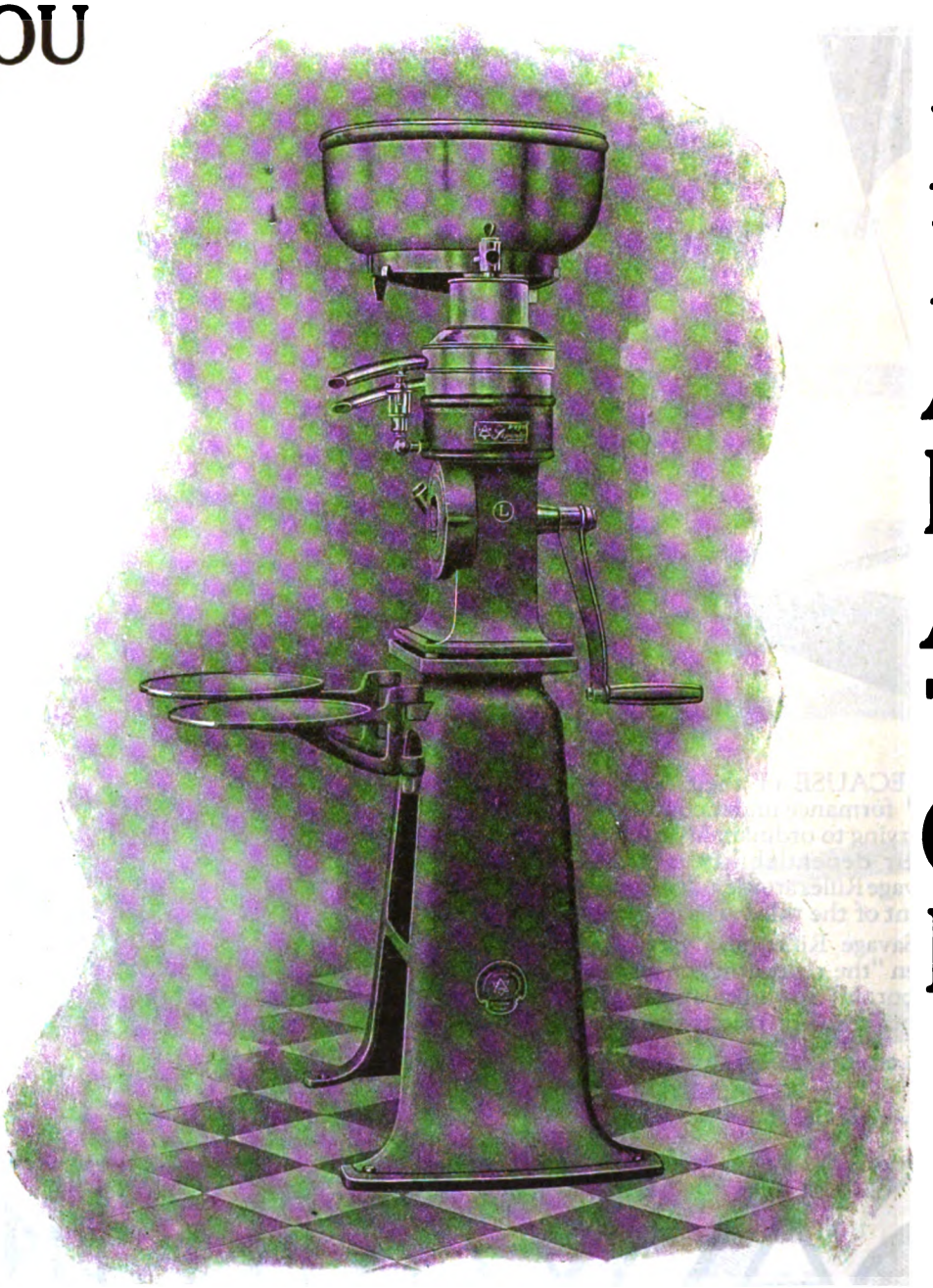
ROY CHAPMAN ANDREWS
on his pony "Kublai Khan" with a Mongol Antelope.
"The Savage .250-3000 rifle did splendid work on the Mongolian plains where we seldom shot at less than 300 yards. I killed several running antelope at 450 yards and found that the great killing power of the Savage projectile made it an ideal for this type of work".

SAVAGE

OWNERS AND OPERATORS OF J. STEVENS ARMS COMPANY, CHICOPEE FALLS, MASS.

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YOU GET THE CREAM of the SEPARATOR BUSINESS if YOU SELL VEGA SEPARATORS



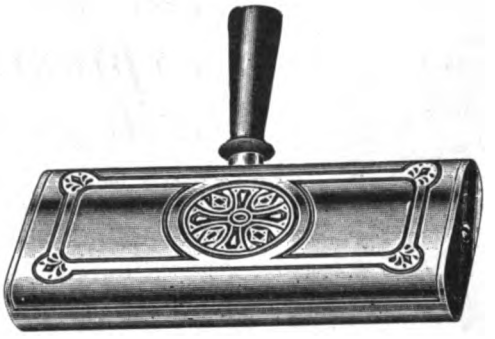
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Two full lines to select from. We know this business from the ground up, and can assure you that these lines are the BEST VALUES.

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which cost you only $7.50 F. O. B. New York. We guarantee these first class.

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Don't wait for the warm weather before laying in a stock of the best **Fireless Cooker** on the market.

THE CALORIC

Is the original fireless cooker, with exclusive patented features, but lower in price than most other cookers. Insulation fireproof and will retain cooking heat. Seamless aluminum compartments and utensils. Automatic ventilating valve releases excess steam but retains the heat. Will save 75 per cent of the fuel bill. **Are sold without stands.**

ONE COMPARTMENT

On Stand



One Compartment

Capacity: One 12-quart compartment. Equipment: One 12-quart pure seamless aluminum kettle; two large radiators, one 2-inch and one 5-inch baking rack; one radiator rack; one pair tongs; one "Caloric" book of recipes. Dimensions: 16¼ in. high; 16¼ in. wide; 15 in. long.

No. 56 Seamless Aluminum Linings.

Without Stand, Each, $25.50

TWO COMPARTMENTS



Two Compartments

Capacity: Two 8-quart compartments. Equipment: One 8-quart double boiler; one 8-quart kettle, all pure seamless aluminum; one 2-inch and one 5-inch baking rack; one pair tongs; four large radiators; two radiator racks; one "Caloric" book of recipes. Dimensions: 15 in. high; 15 in. wide; 29 in. long.

No. 61 Seamless Aluminum Linings.....Each $41.65

Capacity: One 8-quart and one 12-quart compartment. Equipment: One 8-quart double boiler and one 12-quart kettle, all pure seamless aluminum; one 12-quart kettle, all pure seamless aluminum; one 2-inch and one 5-inch baking rack; one pair tongs; four radiators; two radiator racks; one "Caloric" book of recipes. Dimensions: 16¼ in. high; 16¼ in. wide; 32 in. long.

No. 62 Seamless Aluminum Linings.....Each $43.00

Capacity: Two 12-quart compartments. Equipment: Two 12-quart pure seamless aluminum kettles; one 2-inch and one 5-inch baking rack; one pair tongs; four large radiators; two radiator racks; one "Caloric" book of recipes. Dimensions: Same as No. 62.

No. 63 Seamless Aluminum Linings.....Each $45.00

Three Compartments

Capacity: Three 12-quart compartments. Equipment: Two 12-quart kettles and one set double nesting utensils, all pure seamless aluminum; six large radiators; one 2-inch and one 5-inch baking racks; two radiator hooks; two radiator racks; one "Caloric" book of recipes. Dimensions: 17 in. high; 17 in. wide; 49 in. long.

No. 60 Seamless Aluminum Linings.....Each $66.90

Tin lining. Two 8-quart compartments

No. 11 Competitive—otherwise same as No. 61.....Each $32.50

Tin lining. Two 12-quart compartments

No. 12 Competitive—otherwise same as No. 63.....Each 34.50

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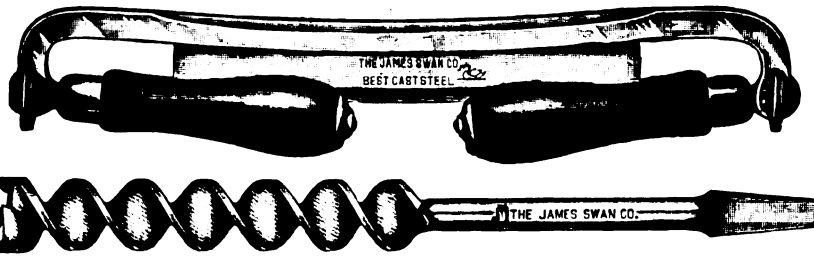
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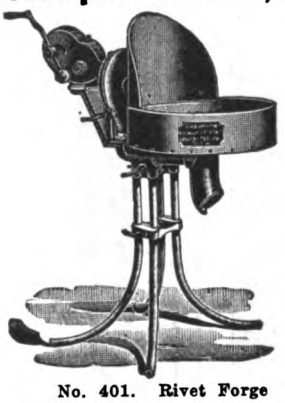
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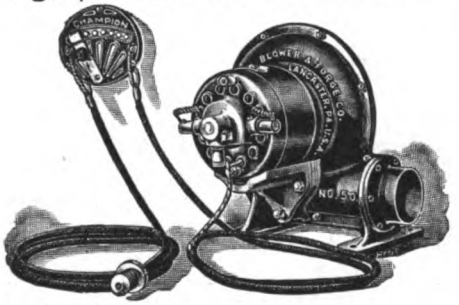
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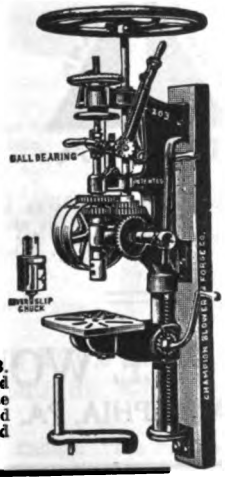


No. 401. Rivet Forge

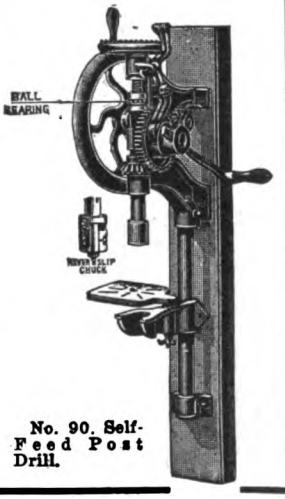


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Screw Plates in Four Styles, Cutting up to 1½"
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From a Hardware Dealer

From H. W. MILLS & CO.
Passaic, N. J.

Gentlemen:

We looked for a long time for a machinist's chest such as demanded by first class mechanics, and as soon as we saw your chests we decided that they were the ones we had been looking for.

We have received three shipments from you within the past few months and have had no trouble in disposing of them.

We have had no complaints from any of our trade, but have heard several very favorable comments in reference to the style and finish of these chests.

Any dealer desirous of securing a first class line of tool chests will make no mistake in securing the Union.

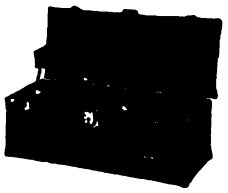
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TOOL CHESTS

Will give you and your customers the same absolute satisfaction they gave above dealer.

Styles and Sizes for all mechanics. Highest quality tool chests made and absolutely guaranteed to the dealer as well as to the consumer.

Sold exclusively through good dealers.



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Are the pioneer tool chests and more of them are in use and being sold than any other make on the market.

They are the easiest chests to sell because they are better chests, and widely advertised.



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It will interest you.



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105 Mill St., Rochester, N. Y.

Branches:
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Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

The LUDLOW-SAYLOR WIRE CO.

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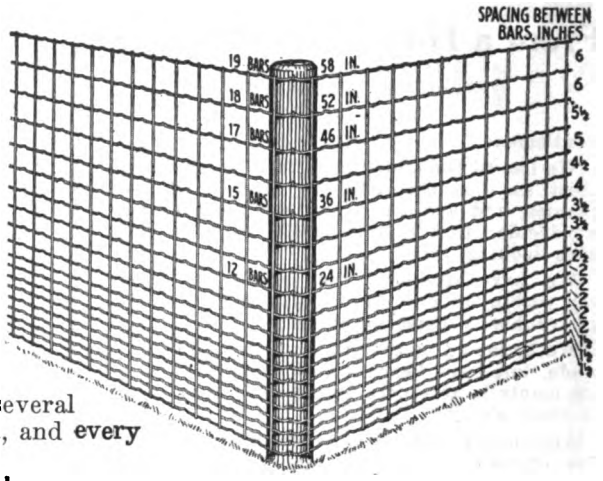
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Poultry and Garden Fencing

A popular fencing among poultry raisers. Neat appearance and light weight are combined with strength and durability. No top rails or bottom boards are necessary.

This fencing will win friends among your customers, and develop profitable sales for you. Made in several styles from our own Open Hearth Steel, and every rod guaranteed.



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"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

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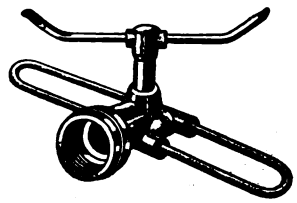


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The "Dollar-Seller"

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

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ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

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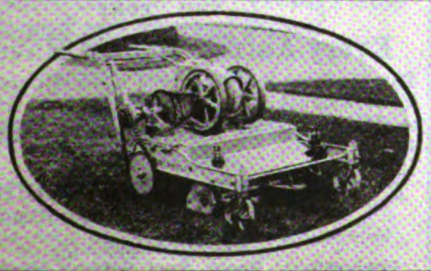
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"MAKE BEAUTIFUL LAWNS"





In Parks— On Golf Courses And Private Estates—

There will be more Coldwell Lawn Mowers used this year than ever before. Why? Because the people are getting back to normal.

This is to be a "home building" year and thousands of new lawns will be planted. City officials are going to take more pride and time to beautify their parks. Many new golf courses are now being completed in all parts of the country.

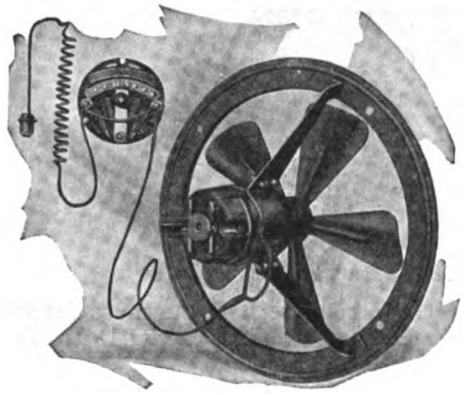
How do we know this? The demand for Coldwell Lawn Mowers of all types from all parts of the country shows it. Are you getting your share, Mr. Dealer?

Hand—Horse—Motor
for Homes—Estates—Golf Courses
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THE PHOTOGRAPH is of Sherman Monument at Washington, D. C. Here, on the Capitol grounds and city parks of Washington, Coldwell Lawn Mowers have been used for years.

COLDWELL LAWN MOWER CO.
NEWBURGH, N.Y., U.S.A.

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Breezo
Disk Fans

Breezo Fans remove 1000 cubic feet of air every minute. That means 1000 cubic feet of pure fresh air—not air simply stirred up.

Breezo is the fan of a thousand uses, it will remove the noxious fumes of paint, oils, varnishes and other finishing materials.

Will remove foul air or excessive heat from lavatories, engine rooms, kitchens and restaurants.

Improves the efficiency of the men working in factories by removing dust, lint, steam and overheated air.

EASY TO INSTALL—POSITIVE IN OPERATION—NOISELESS.

Dealers, this is a fan that can be used in hundreds of different ways—and is a GOOD SELLER.

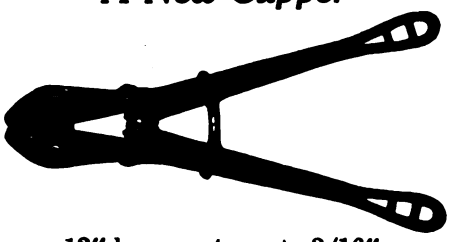
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A New Clipper



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Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.



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Every Farmer Should Have One

The Machine is guaranteed against imperfections in workmanship and material, and the body being made of MALLEABLE IRON, will not break if abused.

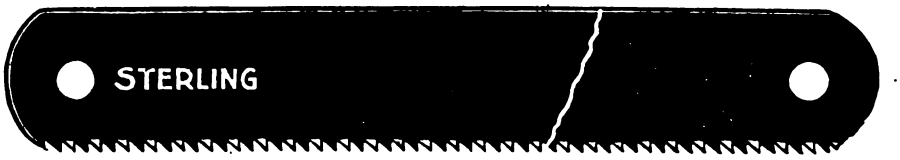
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Manufacturers of
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Hard TUNGSTEN STEEL Flexible

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Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

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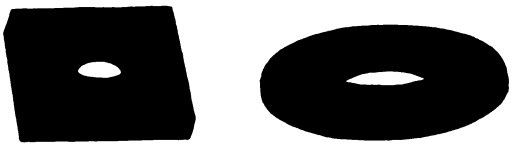
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There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

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Malleable Washers and Cast Iron Washers
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of all descriptions. Round and Square, Plain or Galvanized.

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Set No. 596

Extra Long Pin Punches

"Every blow of the hammer refines the steel."

Every machinist knows the value of extra long points on pin punches. Here is a set of four neatly boxed, the points 3/16, 1/4, 5/16, and 3/8 in diameter,—all points four inches long.

They are a necessity to every machine shop and automobile repair kit. They sell readily. Order a stock today. Ask for No. 596 set.

At your jobber's—or

MAYHEW STEEL PRODUCTS, Inc.
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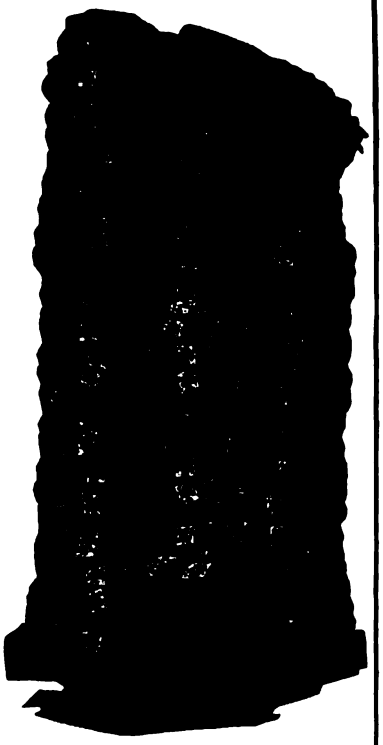
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Every morning there are literally millions of mops put to work—in homes, stores, factories, offices, hotels and other big buildings. And a lot of those mops are working right in your town. Are you making the most of this trade, getting all the business you should?

Dealers in all parts of the country are finding that Masco Mops build more trade and bring more profits than ordinary mops. They do this because they are made of special selected yarns, built to wear and built to clean.

Write us today for particulars.

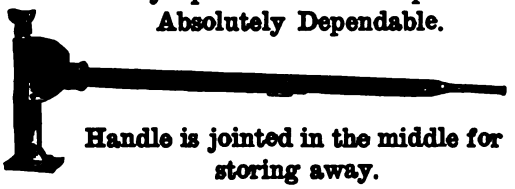


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FALL RIVER · MASS·

LANE'S "H-C" JACK

Easily Operated. You Keep Clean. Absolutely Dependable.



Handle is jointed in the middle for storing away.

PLACED
OPERATED
REVERSED
WITHDRAWN
} by one hand from end of handle

No. 14, FOR 3000 LB. CAR
No. 16, FOR 5500 LB. CAR

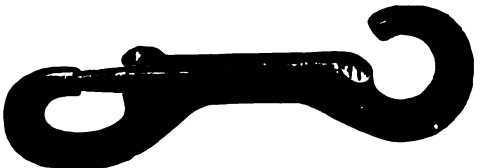
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FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



IROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

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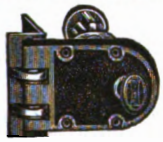
COVERT MFG. CO.
TROY, N. Y.

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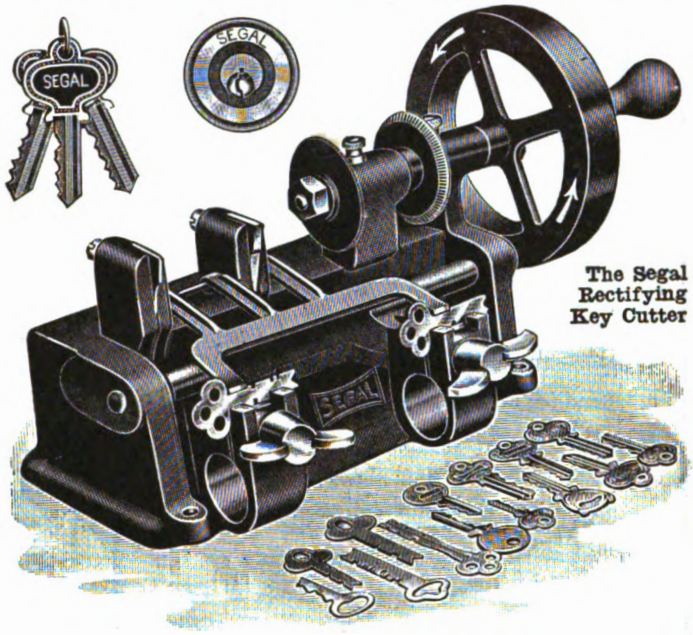
Key Cutting Made Profitable

The Segal Rectifying Key Cutter

1. Cuts both flat steel and grooved or paracentric keys.
2. It does not cut **one** make of grooved key only, but **all** makes—Yale, Sargent, Corbin, Russwin, offset keys and even the freak keys the dealer meets now and then.
3. You do not have to change cutters or guides.
4. It enables you to cut from the lowest groove as the manufacturer does or from the back of the key, as you prefer.
5. Our one-piece or "unit" vise holds the key in place without slipping.
6. It enables you to gage the key from the upper shoulder.
7. The rotary shaft bearing is exceptionally long, in order to insure accuracy and long, hard service.
8. The cutting operation takes less than a minute.
9. It will often make an accurate duplicate out of an inaccurate blank. That is why it is called the **Rectifying Key Cutter.**
10. It can be operated by hand or power.



P. S.—Protect your customer with the Segalock. It is absolutely jimmy proof.



The Segal Rectifying Key Cutter



FATHER NOW REPAIRS THE FAMILY SHOES HIMSELF

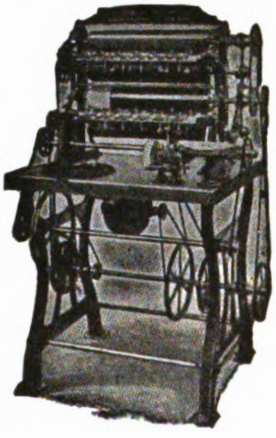
THRIFT IS WAKING

COBBLER OUTFITS will be wanted when both eyes are open to the possibility of saving money on the family's shoe repair bill. Are you prepared to supply the host of home shoe repairers in your locality? How are you fixed on Star line of COBBLER OUTFITS, LASTS and STANDS, HAMMERS, ETC.?

Better get an order off to your jobber. It pays to display COBBLER OUTFITS.

Star Heel Plate Company
357-391 Wilson Avenue, - Newark, N. J.

Strike While the Iron is Hot



Now while business in general is bad is the ideal time to get into a paying business. People won't save — when business is bad they do. We have found our customers make more money with the Hatfield in bad times than in good. The Hatfield sharpens all makes of safety razor blades—the old fashioned jack razors, barber's clips, horse clipper's clips, knives, scissors, shears, etc. The Hatfield is one of the most wonderful inventions of the age to help you start a permanent business of your own. Write for catalog—1, 2, 4, 6, 12, 18 and 24 Blade Machines.

HYFIELD MFG. CO.
292 Church St. - - New York, N. Y.

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Kingsbury All-Steel Trowel

Made from one piece of heavy gauge steel with handle shaped to fit the hand. Sharpened point makes digging easy. Very strong and substantial yet light to handle. Florists and home gardeners will find it far superior to any trowel on the market.

Entire length 11¼ in.; blade 6½ in.; weight 6 oz. Each Trowel packed in attractive lithographed box.

Send for Complete Catalog of Garden Sets

KINGSBURY MANUFACTURING CO.
Keene, New Hampshire

New York Office and Salesroom
11-15 Union Square, West, New York

Represented by RIEMANN, SHARREY CO.

Largest Manufacturers of Automobile Toys in America

KINGSBURY

CARRIAGE CLAMP

(QUICK SALE)



An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP

(THE TRADE WANTS IT)

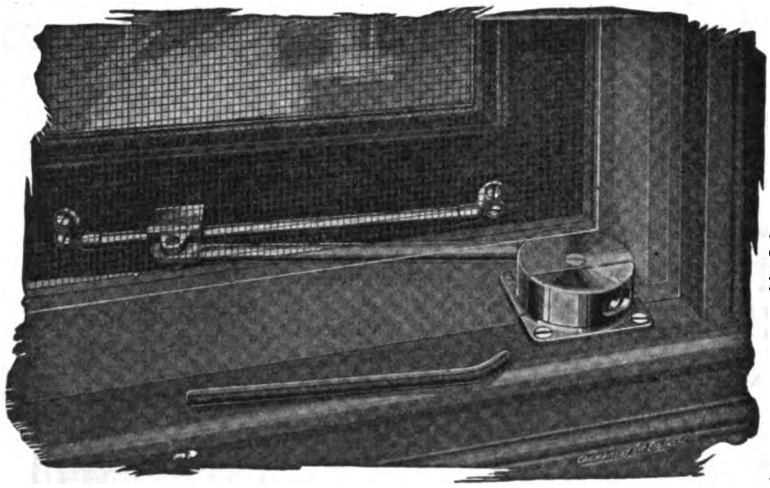


This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HARGRAVE QUALITY" TOOLS, for which you would have a ready market.

THE CINCINNATI TOOL CO.
Montgomery and Waverly Ave., Cincinnati, Ohio

A. C. RIDDELL, Pacific Coast Representative
Higgins Bldg., Los Angeles. Marvin Bldg., San Francisco



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

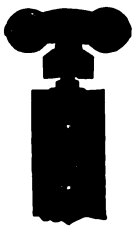
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

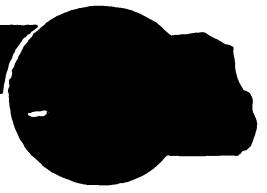
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

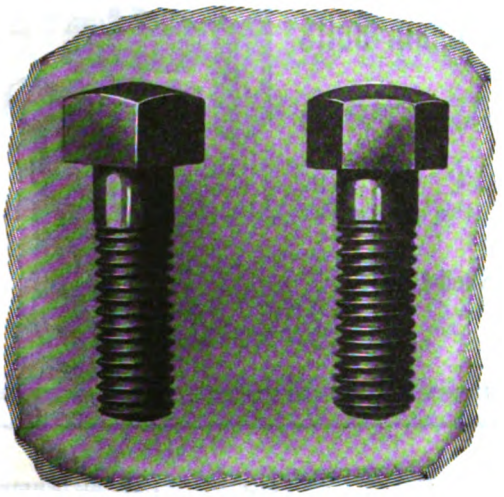
WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

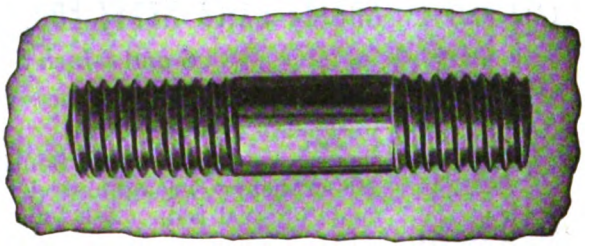


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Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."





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Manufacturers of Cap and Set Screws, Screw Machine Work

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Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
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BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

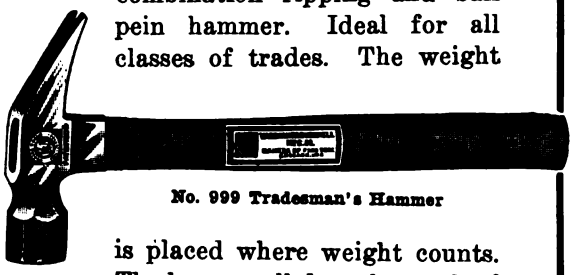
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THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



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V & B Hammers

The No. 999 Tradesman's Hammer is one of the 28 Hammers in the V & B line. This is a combination ripping and ball pein hammer. Ideal for all classes of trades. The weight



No. 999 Tradesman's Hammer

is placed where weight counts. The heavy poll does the work of a sledge. Especially adapted to portable tool chests. Properly displayed it is a ready seller.

VAUGHAN & BUSHNELL MFG. CO.
For over 50 years makers of Fine Tools
2114-2138 Carroll Ave. - - Chicago
It Pays to Buy Good Tools

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

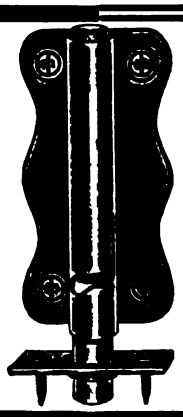
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Hundreds of thousands in use and giving perfect satisfaction.

A LOOSE FACE IMPOSSIBLE

FULLY GUARANTEED

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Jones & Cox, Newhouse Building, Salt Lake City, Utah
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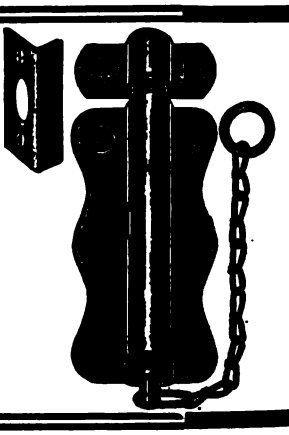
Shelby Extra Heavy Foot and Chain Bolts

6 and 8-Inch Sizes

Designed and built for heavy garage, barn and warehouse doors.

They are made in 6 and 8-inch sizes. The shells are of heavy wrought steel, and the slides are made of steel rod. Ask for prices.

THE SHELBY SPRING HINGE CO., Shelby, Ohio
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Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord — Shade Cord
Clothes Lines — Masons' Lines
Solid Braided Rope — Chalk Lines

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SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. BOWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City



Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for Catalog.

CANNON OILER CO.
Keithsburg, Ill.

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EASY TO HANDLE

OUR PATENTED PRESSED STEEL WING NUT IS LIGHT IN WEIGHT. ALTHOUGH OF MAXIMUM STRENGTH.

FACILITY IN HANDLING HAS BEEN TAKEN INTO ACCOUNT IN THE PROPORTION AND SHAPE OF THE NUT.

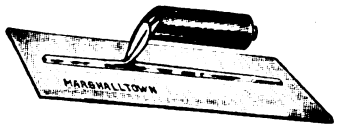
THE RESULT IS A WING NUT AFFORDING THE GREATEST AMOUNT OF LEVERAGE POSSIBLE WITH A SMALL AMOUNT OF EFFORT.

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"PRODUCTS THAT GIVE SATISFACTION"

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WORCESTER, MASS., U. S. A.

BRANCH AT CHICAGO, ILL.



THE NAME

"Marshalltown"

IS A

Nationally Known Quality Guarantee

FOR

TROWELS

MARSHALLTOWN TROWEL CO.
Marshalltown, Iowa



MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.





PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel.

The ideal wrench for polished pipe.

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180 N. Market Street Chicago, Ill.

SPRAKE SALES CO., INC. Representatives
Los Angeles 216 Higgins Bldg. San Francisco 525 Market St. Portland 633 Ry. Ex. Bld. Denver 506 Charles Bld.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

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Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

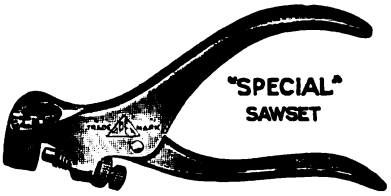
THE UTILITY LINE



No. 40 Portable Outfit

Write for
Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.



The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

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104 Lafayette St., - - New York, N. Y.

BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

AUTOMOBILE TOOLS



MATCHLESS KNIFE HANDLES
Length 11½ inches.

	List.
No. 38 Polished Ends	$6.00 doz.
No. 39 Full Polished	$9.00 doz.



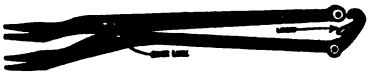
REX—ALL STEEL
Size 1¼x1¼x11¾

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No. 154 Blued Polished Ends	$4.00 doz.
No. 1154 ALL Bright	$8.00 doz.



COMBINATION SIDE CUT PLIER
Hardened and Tempered Jaws

	6-in.	7-in.	8-in.
No. 118 Black, List, doz.	$14.50	$12.00	$18.60
No. 632 Pol'd, List, doz.	18.00	19.80	21.00



VALVE LIFTERS
Natural Forge Finish
No. 1—Fav-Oh-Rite, 12 inch. List, dozen.....$24.00



TIRE TOOL
Bright Finish
No. 250—Thor, ⅞x⅝x16. List, dozen.....$4.00



BIG BULLY DRIVER
Blade through the handle.
No. 800 Oct'g Blade 7-16x8. List, dozen.....$9.00

C. W. GAUSE CO., Western Sales Agents
693 Mission St., San Francisco, Cal.

J. C. McCARTY CO.
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Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

Lockwood Manufacturing Co.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

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2833 Hilligass Ave., Berkeley, Calif., U. S. A.

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



No. 1098

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. Adjustable to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

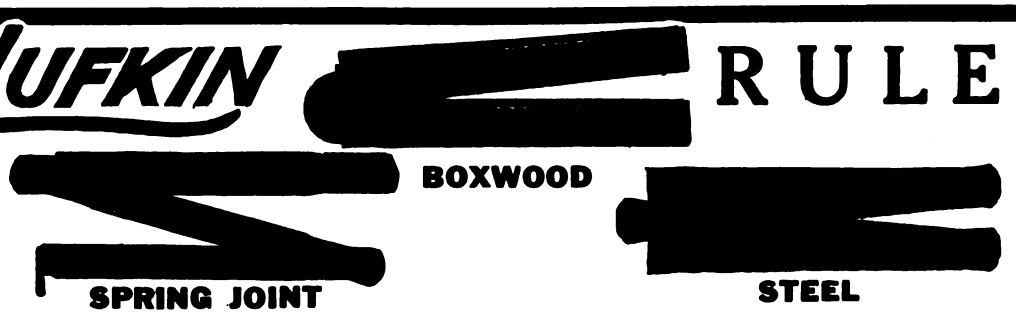
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FRAIM-SLAYMAKER HARDWARE CO.

Lancaster, Pa., U. S. A.

A. C. RIDDELL, Western Sales Manager
Higgins Bldg., Los Angeles

LUFKIN RULES



WITH NOTEWORTHY IMPROVED FEATURES
INSURING ACCURACY OF READING, EASE OF USE, AND SAVING OF TIME

APPEAL TO MECHANICS ON SIGHT



BOMMER
SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.

BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.

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SPRINGS

All kinds of Coil Wire Springs made from any size wire up to ½-inch diameter. Special attention given to the Porch Swing Spring, which is an ideal seller during the summer months.

MANUFACTURERS

THE SUPERIOR SPRING COMPANY

SPRINGFIELD, OHIO

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
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LEADING HARDWARE JOBBERS EVERYWHERE

AMERICAN SEAL PAINTS *and* CEMENTS

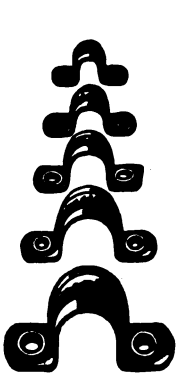
"MAKE GOOD"
WITH YOU AND YOUR CUSTOMERS
STAND FOR
QUALITY and DURABILITY

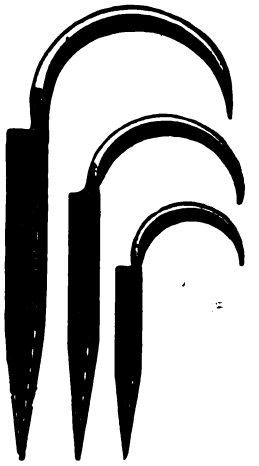


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The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921

Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks





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WHEN A CUSTOMER SAYS THAT—
DO YOU **Sell** HIM A **Good** HATCHET?

THE BUR-NOR TRADE MARK ALL STEEL HATCHET

IS EASY TO SELL



Write us for Special Advertising Plans on Bur-Nor Hatchets, to help you

Moderate Price:
So priced to you that you can undersell wood handled hatchets and make more profit.

Unbreakable:
The reinforced steel handle that cannot break or come off appeals to every man. To show it, is to sell it.

Oil Tempered Blade:
And hardened head mean good service.

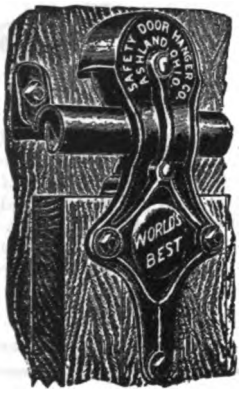
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Make a big window display of **BUR-NORS** —you'll be amazed at the excellent results.

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Providence, R. I.

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Sales Service Department

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YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.



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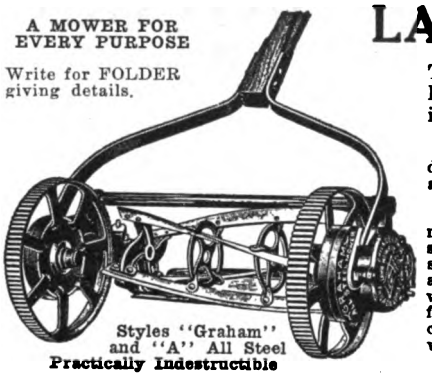
GENUINE

"PHILADELPHIA"

LAWN MOWERS

A MOWER FOR EVERY PURPOSE

Write for FOLDER giving details.



Styles "Graham" and "A" All Steel
Practically Indestructible

These HIGHEST GRADE Lawn Mowers which are known and used in every State in the Union require no introduction.

They have made good for 52 years and are still doing it for millions of thoroughly satisfied customers all over the world.

Their good name—their mechanically correct construction and their splendid service record is the best asset a dealer can have upon which to build future sales and continuous good will.



30" Walking Type—40" Riding Type
Combination Roller and Mower

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates and like our Hand and Horse Mowers, the Genuine *"PHILADELPHIA"* are the very finest that can be produced.

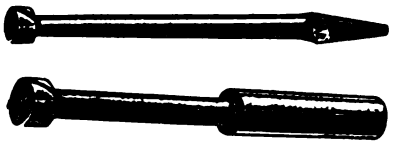
THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Street, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street San Francisco
California Selling Agents

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

Kees Metal Building Corners



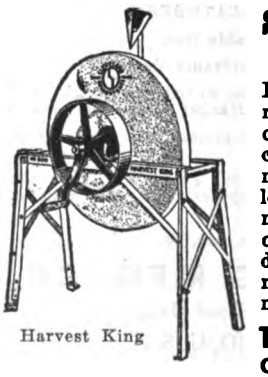
CUT BUILDING COSTS BUT ADD TO YOUR PROFITS

WE HELP YOU SELL THEM

A card to Dept. 50 will bring particulars and samples

F. D. KEES MFG. CO.
Beatrice, Nebr.

Makers of Brownie Roller Skates



Harvest King

Sharpen it on a Cleveland

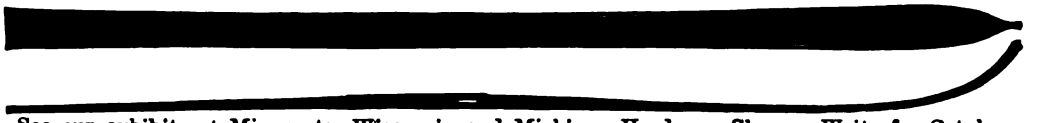
Dull tools are sharpened much quicker and easier on a power stone. The cost of the stone is not much, the work is excellent and the man who has much grinding — after once using a power driven grindstone — will never go back to the old method.

The Cleveland Stone Co.
Cleveland - - Ohio

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NORTHLAND SKIS

Are Paying Sellers That Move Fast
——Order NOW—Don't Lose Any Sales——



See our exhibits at Minnesota, Wisconsin and Michigan Hardware Shows. Write for Catalog.
NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn.



The Cronk & Carrier idea of making Garden Tools is to make them strong and serviceable. It is better to buy Cronk Quality Rakes which last, than to continually keep buying rakes that wear out. We are ready to supply the spring demand through your jobber.

THE CRONK & CARRIER MFG. CO., Elmira, N. Y.

Western Representatives, SPRAKE SALES CO., Inc.
Los Angeles, 216 Higgins Bldg. — San Francisco, 525 Market Street — Portland, 633 Railway Exchange Bldg. — Denver, 506 Charles Bldg.

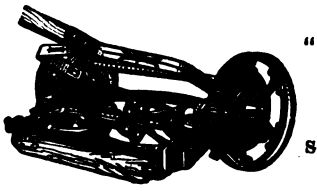
The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

Did you get your outfit



of the 1921 "PENNSYLVANIA" *Quality* Lawn Mowers sales helps? Send for them.

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED.
FOUNDED 1877 PHILADELPHIA

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York — 120 West Lake Street, Chicago

OHLEN-BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

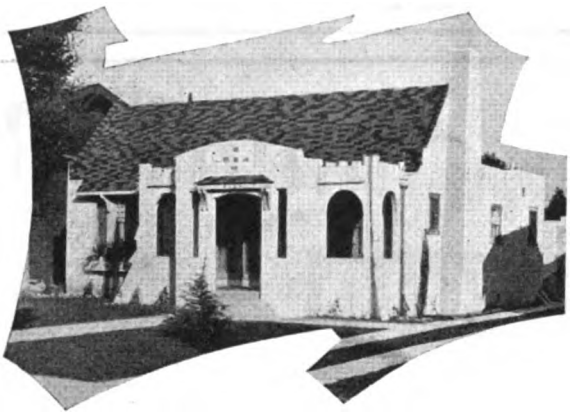
TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.
The Master Saw Makers
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

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Pioneer SLATE SURFACED Shingles



WHY — are Pioneer Slate Surfaced Shingles so popular for Spanish, Mission and other types of Bungalows and Residences?

BECAUSE—they give that artistic effect that is demanded NOW and which cannot be secured with wood shingles or other roofing materials.

—No maintenance cost
—Practically fireproof
—Low insurance rate
—Reasonable in price

Approved by the National Board of Fire Underwriters
COLORS Red and Green
STYLES Slab and Individual

Slate Surfaced Shingles are replacing wood shingles everywhere

PIONEER PAPER CO. 247-251 So. Los Angeles St. *Manufacturers* Los Angeles, Cal.

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PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

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169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

STOVE & FURNACE REPAIRS

Welding for All Makes — Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

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PLATERS — Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing — PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. — Head and Spot Lights — Milk and Ice Cream Cans, Etc.

Silver Ware Refinished
Also Rented for Weddings, Banquets, Etc.

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MARBLE'S

Outing Equipment

Preferred by Outdoor Men





Sell things sportsmen want—build up a trade that will endure by featuring Marble's Outing Equipment. These prices are list — liberal dealer discounts — order of your jobber—be sure you have Marble's Catalog.

Stock these ready sellers—Marble's Hunting and Fish Knives, Pocket and Camp Axes, Gun Sights and Cleaners, Fish Gaff, Compasses, Waterproof Matchbox, Auxiliary Cartridge, Shell Extractors.

Expert Knife—A dandy for every man in the open—designed especially for hunters, trappers, guides. Thin, keen edge blade for dressing furs—back designed for scraping skins. 5-in. blade, leather handle, $2.50, leather sheath included. Add 10% war tax.

Camp Axe—No. 9. Real necessity to every outdoor man. Small enough to carry in belt—large and heavy enough for strenuous use. 2¾ x 4¾-in. blade, finest steel, 14-in. handle, selected hickory, wt. 22 oz., $1.50. Leather sheath, 75c.

MARBLE ARMS & MFG. CO.
5380 Delta Ave., Gladstone, Michigan

Pacific Coast Representatives:
McDonald & Linforth
739 Call Bldg., San Francisco

HERCULES COLD SODER

THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

Dept. A COUNCIL BLUFFS, IA.

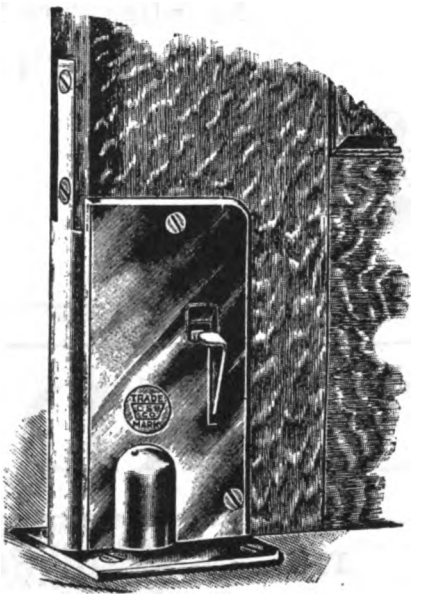
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SPRING HINGES

Trade Building

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically reengaging when the door is closed, is of recognized merit and utility.

Send for catalog fully illustrating and describing the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK

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Clover Leaf Manila Rope

Trade Mark

The same careful attention is always given to the production of this staple commodity.

Rope, or any other manufactured article is judged, like people, by service rendered.

It is always a pleasure to advertise good goods, because when people are never deceived, the next ad. attracts thoughtful attention.

No better Pure Manila Rope made than

CLOVER LEAF

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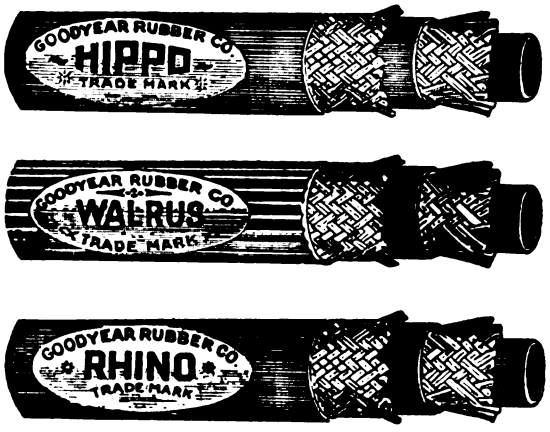
Manufactured by

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Portland, Oregon —— Seattle, Washington

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THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

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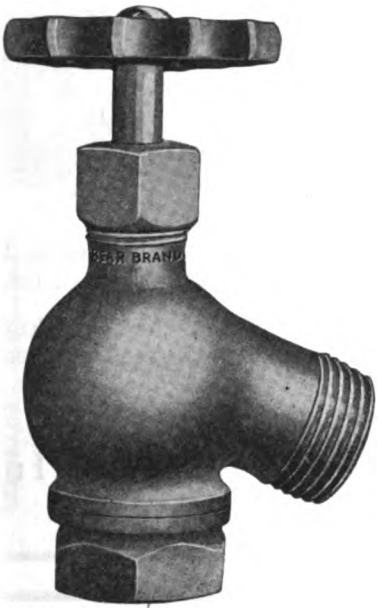
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Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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BEAR BRAND Garden Valves



ARE MADE OF

RED METAL, PERFECTLY MACHINED
PROPERLY PACKED
REMOVABLE HANDLE
SMOOTH SEATS

Valves that will stand the hardest usage

ORDER

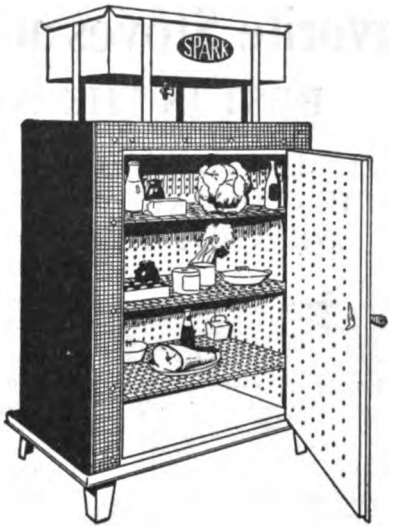
BEAR BRAND

GARDEN VALVES
FROM YOUR JOBBER
MADE ON THE PACIFIC COAST

Standard Brass Casting Co.

Main Office and Factory, Oakland, Calif.
Sales Office, 823 Monadnock Bldg., San Francisco

M. W. WUESTHOFF, Sales Manager



A Great Seller—

SPARK Iceless Cooler

The No-work, No-expense Refrigerator

Housewives are quick to see the economy, convenience and sanitation of the SPARK Iceless Cooler—**only one cost,** the first cost, and little or no work afterwards.

The SPARK Iceless Cooler makes its own air-cooled atmosphere — it keeps food perfectly.

Every home is a prospect for the SPARK Iceless Cooler — it's a quick seller—a profit-producer.

SPARK Stoves and Ranges are stoves with a reputation— tried and proved the best



Write for Prices and Descriptions

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F. L. Green Co.
Portland Furniture Exch. Bldg.

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F. L. Green Co.
62 Pike Street

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D. D. Adams
332 South Spring

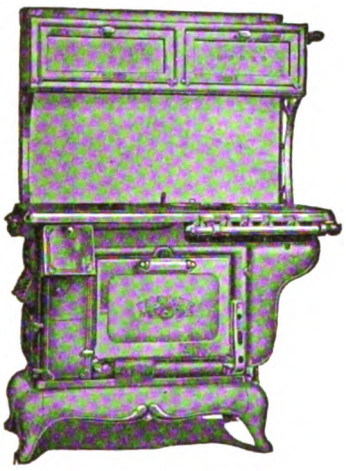
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Favorite Stoves and Ranges

BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

EXCLUSIVE AGENTS

MANGRUM & OTTER, Inc.

827-831 Mission St., San Francisco

Dick's Famous Feed Cutters

Hand and Power

On the Market 47 Years **Many First Models in Daily Use**

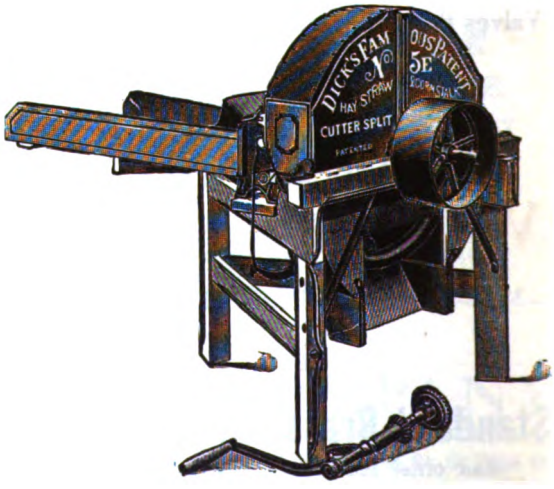
Dick's "Famous" and "Blizzard" Ensilage Cutters are light running, durable and strong.

Will cut any kind of material from fine blue grass to the coarsest dry or green forage. Cuts any length from ⅛-inch to 1¾-inch.

Knives are easily and accurately adjusted, easy to sharpen and made of the best steel obtainable.

If you have feed to cut or a silo to fill no matter how high or low, a Dick's Cutter will do it for you with the least power.

We solicit dealers from open territory as agents. Write for catalogue and prices.



PACIFIC PUMP & SUPPLY CO., 851-853 Folsom Street, San Francisco

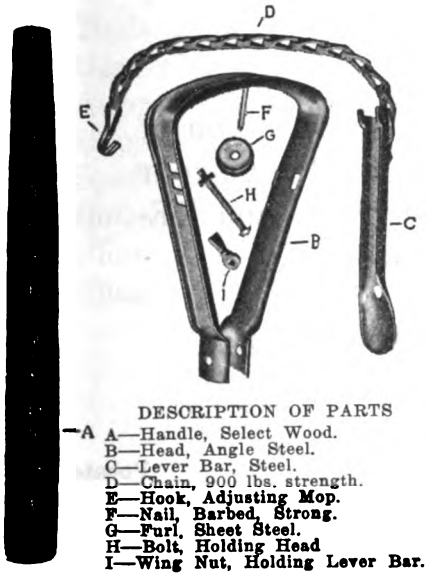
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A WESTERN PRODUCT

All Metal Parts:
Electro Galvanized,
The Standard, Durable,
Rust-Proof Finish.

JUNE FREEMAN MANUFACTURING CO.

ONE-BETER TRADE MARK
PATENTED
UTILITIES



DESCRIPTION OF PARTS

A—Handle, Select Wood.
B—Head, Angle Steel.
C—Lever Bar, Steel.
D—Chain, 900 lbs. strength.
E—Hook, Adjusting Mop.
F—Nail, Barbed, Strong.
G—Furl, Sheet Steel.
H—Bolt, Holding Head
I—Wing Nut, Holding Lever Bar.

MANUFACTURERS OF
Chain Mop Handles
and
Janitorial Utilities
"THE ONE-BETER"

Guaranteed to out-last three of any other type.
Superior to any other on the market.
Mop easily placed.
No wires to rust.
No screws to strip or bind.
No clamps to get out of repair
All metal parts Malleable Steel.
Sample Handle sent on request to Jobbers or Dealers.
Write for trade prices.
If your Jobber cannot supply you, let us know.

June Freeman Mfg. Co.
Manufacturers and Sole Owners of Patent Rights
San Francisco, California

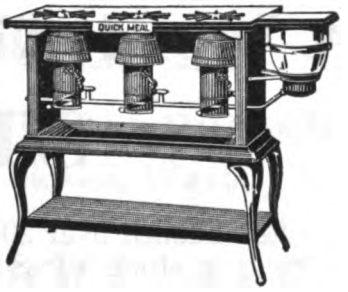


Three Styles — "Professional" Janitor, four lengths, 4½, 5, 5½, 6 ft.; "Regular" Janitor, length 57 inch only; "Household," length 51 inch only.



Cupola Burner Oil Stove

TRADE MARK
QUICK MEAL



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
COAL RANGES

We also carry a large line of
GAS RANGES

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Hardware Specialists

IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

Salt Lake City, Utah

The Salt Lake Hardware Co.

Pocatello, Idaho

A Word About STOVE REPAIRS

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

Spokane Stove & Furnace Repair Works

Incorporated

Max Rubens M. M. Rubens J. I. Rubens

SPOKANE, WASHINGTON

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Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
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Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Fourth at Alder **Park at Glisan**

GARDEN TOOLS
Rakes, Hoes, Spades, Tree Pruners, Pruning Shears, Hand and Tank Sprayers, Garden Barrows

GREAT AMERICAN LAWN MOWERS
Grass Hooks, Grass Shears, Garden Trowels

REACH
Base Ball Supplies and Uniforms

High Grade Fishing Tackle

Outing Clothing

Guns and Ammunition

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A. M. HOLTER Hardware Company

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Established 1867

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Shelf and Heavy Hardware

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Sporting Goods

Automobile Accessories

HOLTER Hardware Company

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Peninsular Line Furnaces, Ranges and Heaters
Schuttler Wagons
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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YAKIMA
Hardware Company
YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received

AMIKAY TRADE MARK ESTABLISHED 1861

Prompt Courteous Service

MILLER

Recent Tests Prove

Miller Heaters

will operate perfectly even with the lowest grades of kerosene oil.

Eliminate all complaints by selling "MILLER" Oil Heaters



Prices ready for 1921

If your Jobber cannot supply you, we will give you name of nearest distributor.

EDWARD MILLER & CO.

A. T. LLOYD, Pacific Coast Sales Representative
Monadnock Bldg., San Francisco

WASHINGTON
Hardware and Implement Underwriters
OF
SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1920

50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

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will bring full particulars by return mail.

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BIG GAME CARTRIDGES

In the heat treatment of metal, standards have been worked out by The Peters Cartridge Company, which give the proper strength and elasticity to the metals used in cartridge cases and bullet jackets.

Loading machines and loading methods originated and used by The Peters Cartridge Company, guarantee uniformity otherwise unobtainable.

The Ballistic requirements of Peters ammunition are so strict, that no ammunition is permitted to leave the Works without almost unbelievable accuracy—penetration and uniformity.

PETERS 22 Ammunition has been the standard of the World for years, as well as the pistol, revolver and rifle sizes.

The World's Records won and held with PETERS ammunition and as yet unequaled are sure proof that PETERS ammunition is built to "World's Record" specifications.

THE PETERS CARTRIDGE COMPANY, Cincinnati, Ohio
BRANCHES: NEW YORK—SAN FRANCISCO
MARSHALL-WELLS CO., Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago
SLOSS & BRITTAIN, Inc., San Francisco

P TRADE MARK

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY



Makes Stoves Look Like New

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 26
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

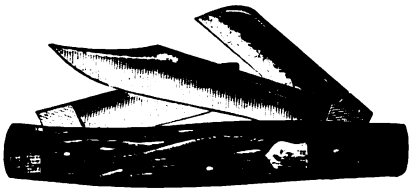
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Dealers, Attention!
JOE WELSH
Genuine Leaders
Knotless, strong, invisible, can be had from your jobbers in Fishing Tackle.
Good in Fresh or Salt water—a size for every fish. Send for sample cards of the 6 sizes free on application.



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PASADENA - CALIFORNIA
Exclusive Agent U. S. and Canada

SCHATT & MORGAN CUTLERY COMPANY
TITUSVILLE, PA.
Manufacturers of **S & M Brand Pocket Knives**



Highest Quality Made—For Sale by Jobbers
Western Sales Representative
W. H. WILBURN
602 Williams Building, San Francisco

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR

Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

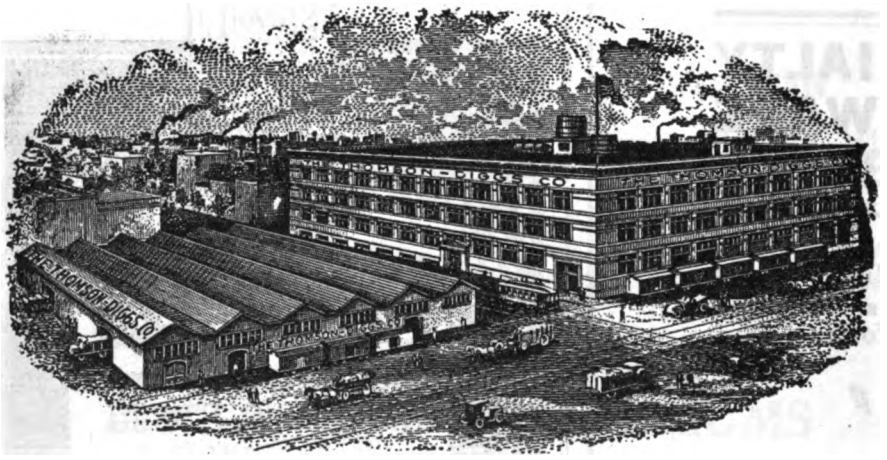
We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO. - 620 South Hill Street, Los Angeles, California

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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THE 'AERO' GUARANTEED VACUUM BOTTLE

Most Attractive
Best Selling
Vacuum Bottle

—

Fillers of Standard
Construction

—

Packed 1 to carton
20 dozen to case

—

Large shipments have
arrived. Order from
your jobber today



1 Pint Size

Mechanically perfect
Always threads easily
Sturdy construction
Long wearing qualities

—

Heavy Aluminum Cap
and Top

—

Steel Container

—

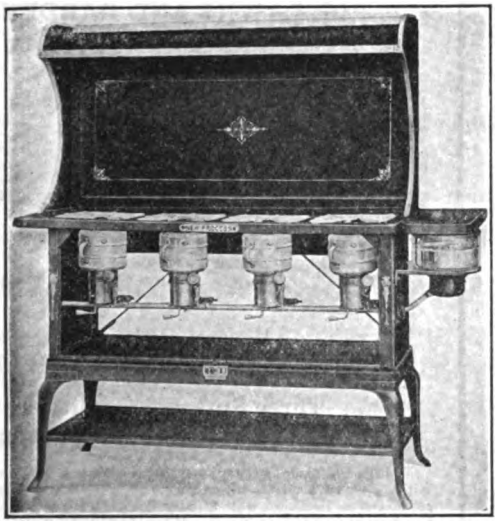
Beautifully Enameled
Rich Brown Color

LLOYD SALES AGENCY

If your Jobber cannot supply you, write us

MONADNOCK BLDG., SAN FRANCISCO
Pacific Coast Sales Agents

LOWER PRICES



"New Process"

Brings Customers

The appearance and perfect working qualities of the NEW PROCESS OIL STOVE satisfies every user. They are made in various styles and sizes in Satin finish.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank. Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron. Furnished either with or without Back Shelf.

The NEW PROCESS OIL STOVES will bring you customers.

NEW PROCESS STOVE CO. *Division American Stove Company*

CHAS. H. SCHIECK, Sales Agent, 715 Indiana Street, Near 19th Street, SAN FRANCISCO

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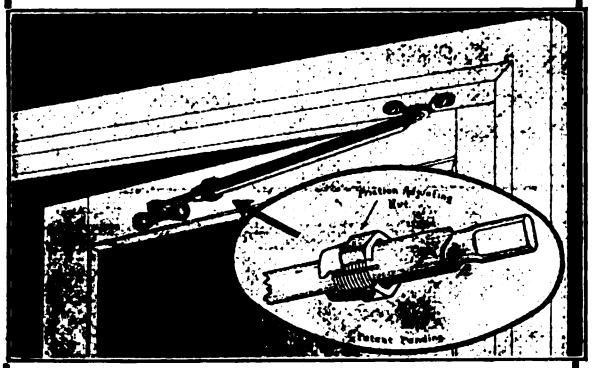
STEWART

Automatic Sash Adjuster

Easily Adjusted for Any Size of Window Sash

Simple Compact Strong Everlasting

Requires only one inch on window stop



Patented

Are Adaptable to

Casement Windows
Transoms
Pivoted Sashes

Horizontal or Vertical Pivots

For All Sashes that Swing IN or OUT

STAPLE LINE FOR 5 YEARS
THOUSANDS IN USE

STEWART MANUFACTURING CO.

OAKLAND CALIFORNIA
1527-31 Jackson St.

The Schaw-Batcher Co.

SACRAMENTO, CAL.

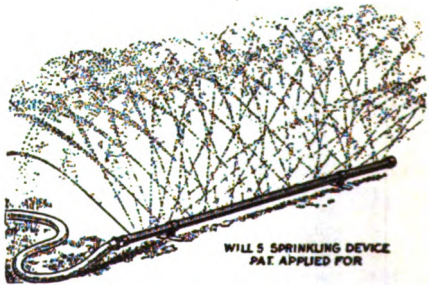
WHOLESALE

HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith Supplies	

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1919."

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made. The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
2110 FLORENCE AVE. LOS ANGELES

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1880 **FORTY YEARS** 1920

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

CUTLERY

ADOLPH BLAICH, Inc. - - 693 Mission Street, San Francisco, Cal.

Wholesale Only *Samples and Prices on Request*

POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS



California Stock Pattern

SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

We specialize in Stock and Ranch Knives for the Western trade.

WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.

THERE is a bright future for the dealer who sells **Clark Jewel Oil Stoves.**

The superiority of **Clark Jewel Oil Stoves**—their perfect working qualities—their strong and durable construction make permanent customers and increase the prestige of every dealer who sells them.

Increase your patronage by placing a full line of **Clark Jewel Oil Stoves** on your sample floor. They are easy to sell. They save time. They save oil.



Write for Your Copy of No. 112 Catalog Today

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

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MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents

OTTSCHALK

Send us your jobber's name if he can't supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.

Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH,

Pacific Coast Reps., 789 Call Bldg., San Francisco



THE Royal Self Heating Iron

Over 1,000,000 Sales Prove its Worth and Merit. Gives You Good Profit. Satisfies Your Trade.

FREE TO ROYAL DEALERS

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Lithographed Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

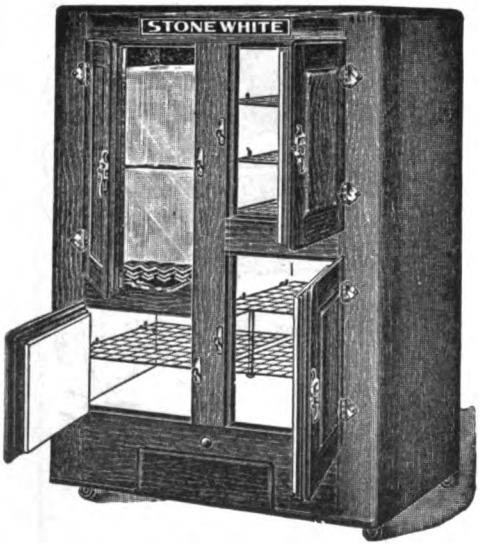
Above Selling Helps will be mailed promptly to any Royal Iron Dealer on request

ROYAL SELF-HEATING IRON CO.

575 WAYNE ST. BIG PRAIRIE, OHIO

Western Representatives, SPRAKE SALES CO., Inc.
Los Angeles San Francisco Denver
216 Higgins Bldg. 525 Market St. 506 Charles Bldg.
Portland, 688 Railway Exchange Bldg.

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco.....Dunham, Carrigan & Hayden Co. **Portland .....Honeyman Hardware Co.**
Sacramento .....Miller-Enwright Co. **Seattle .....Schwabacher Hardware Co.**

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LIGHTNING

Three Special Reasons

Why You Should Order Your FREEZERS Now



BLIZZARD

(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

(3) Hot weather is sure to come. So will the rush for Freezers all along the line, from user to dealer—to jobber—to us.

But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy.

If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



GEM



BLIZZARD

NORTH BROS. Mfg. Co.

PHILADELPHIA, PA.

CHATILLON CUTLERY



FOSTER BROS. BRAND

Is Made for Service

Keen---Convenient---Durable

For all trade purposes FOSTER BROTHERS' Brand is unrivaled. Properly ground, tempered, balanced and sharpened, ready for use, it is guaranteed to meet the most severe requirements. Knives, Cleavers, Carvers, Splitters, etc., of every type and for every purpose.



Foster Bros. Brand is universally noted for quality and serviceability. Half a century of experience has enabled us to produce the best cutlery to meet all needs.

By selling to your customers cutlery of distinguished service, you increase your profits and enhance your reputation as a high class dealer.

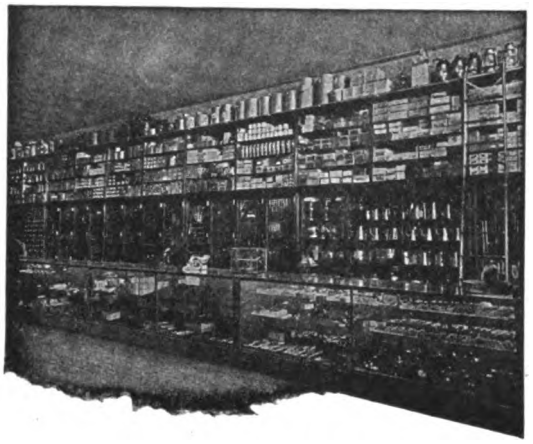
Your jobber can fully describe Foster Bros. Complete Line of Cutlery

JOHN CHATILLON & SONS

New York U.S.A.

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Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

TRINER "LIBERTY"
PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO
West Twenty-First Street Chicago, Illinois
W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore. Seattle, Wash.

ATLAS
10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible —will outlast any now on the market.

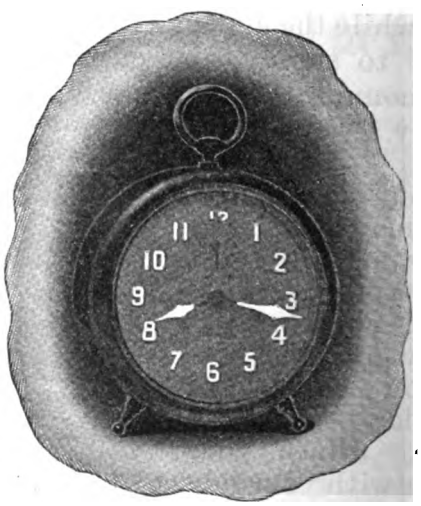
Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.



Atlas Mfg. Co.
NEW HAVEN, CONN
EUGENSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

The New Haven Brownie
TELLS THE TIME DAY AND NIGHT



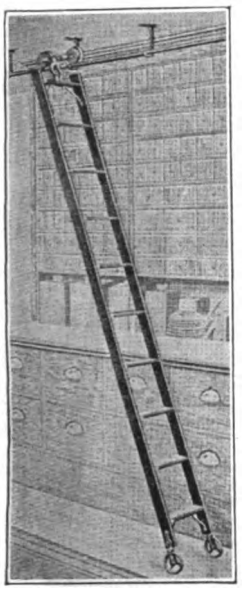
FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

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Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

Satisfied Customers and Increased Profits

All Steel Easy To Clean

There's money for you in selling Sturges Steel Churns. All metal—drawn steel barrel, smooth inside—no corners—easily cleaned. Beautifully trimmed in red and blue. Write for Circular No. 35X.

Sturges & Burn Mfg. Co.
CHICAGO, ILL.
Established 1865



DUPLEX
FIRELESS STOVE



Get Your Share of These Bigger Profits

Right now is the time to get ready to make the profits that should be yours from the Duplex Fireless Stove spring and summer demand.

Although the Duplex sells readily all the year, in the warmer months its advantages are especially apparent to housewives seeking relief from hot kitchens.

Our dealer policy gives you every sales co-operation to enable you to make good with Duplex. We run strong advertising in the leading women's publications; but we don't let the matter rest with doing just that. You are helped further by effective Duplex sales-aids, such as the Dealer's Help Department, posters, sales letters, assistance in newspaper advertising and window display planning.

The quick turn-over of Duplex Fireless Stove stock, puts the profits in the bank for you. Get our dealer plan now before it is too late.

DURHAM MFG. CO.
MUNCIE, IND.

Los Angeles
3718½ W. Pico St.

New York
108 Chambers St.

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Yours for Mutual Profit

INCREASE your profits and build up friendship and good-will by handling the Aseptic Home Capping Machine. It is packed for your convenience in individual boxes, thus saving space, preventing loss of parts, and reducing your expense.

For our third year of bottle cappers we are prepared to double last year's out-put and sincerely hope that we will double our circle of business friends. "Yours for Mutual Profit" is the way we sign our letters and we mean it.



Write today for sample and prices.

Reinhold-Sharp & Company

615 Harrison St. Davenport, Iowa

The Ontario Knife Company, Frankiinviiie, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



Glasbak Dishes are Popular

THE demand for them is increasing rapidly — which results in increased sales and a quick turnover.

Women have quickly learned the value of a glass baking dish the transparency of which affords a clear view of food as it bakes. They appreciate that Glasbak dishes mean successful baking, because the heat is absorbed by them so evenly that an even baking temperature is assured throughout.

Not only that, but Glasbak dishes are attractive, and this saves extra dishwashing, for they can be served from right at the table. And they are very easily washed.

Glasbak dishes are quick sellers. Write for particulars.

McKEE GLASS COMPANY
Jeannette, Pa.



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YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Suitable for Factories, Store or School Rooms. It is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade Mark "Boomer" Registered—No. 58228

Folding Brass Doll Beds
Champion Wire Scoops
Wire Flesh Forks

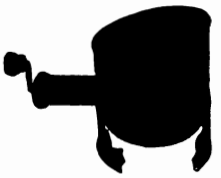
REDDICK WIRE SPECIALTIES 1879

Reddick Mole Traps
Sholder Wire Scoops
Champion Ash Sifters

Specify Reddick Nationally Advertised Wire Specialties

From your jobber or direct from us.

MICHIGAN WIRE GOODS COMPANY
301 Second St., Niles, Mich.



GENUINE
HUNTER'S SIFTER

Standard of the World
Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

Big Reduction in Typewriters

We have made the greatest reduction in prices ever known in the history of typewriters, on account of accumulated stock purchased from manufacturers.

Remingtons	No. 10	$55.00
Olivers	No. 9	$45.00
Underwoods	No. 4	$55.00

Graywood Envelope Sealing Machine—New. Cost $35.00—Sell for $20.00

I Brand New MacRae's Blue Book of American Manufacturers

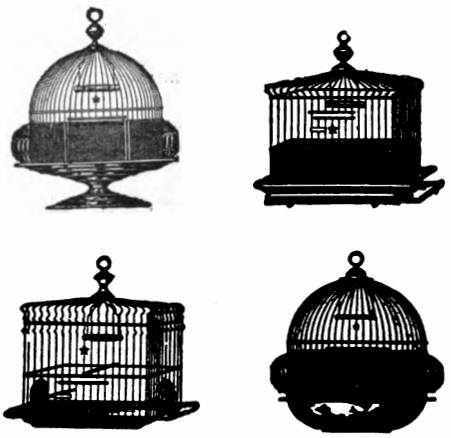
Cost $10.00—Never Used—Sell for $7.50

Many Other Bargains *Send for List*

H. S. HARTZMAN, 1125 13th Ave., Moline, Illinois

O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

Ear Tags FOR STOCK



Tag your stock—best and cheapest means of identification for Hogs, Sheep and Cattle. Name, address and number stamped on tags. Catalog mailed free on request.

F.S. Burch & Co. 278 W. Huron St. Chicago



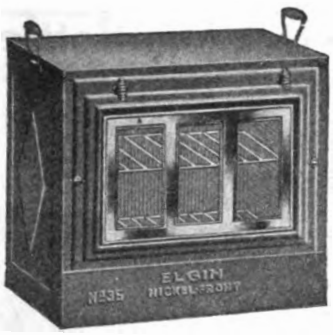
With the——

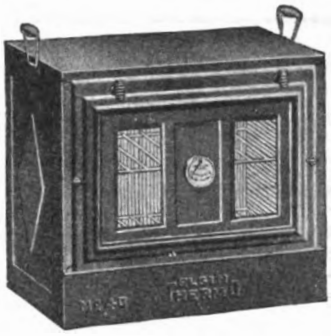
Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

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They Stop to Look—and Stay to Buy

So complete, attractive and intensely practical and serviceable are Elgin ovens that housewives, whether from city or country, want them and buy them. Superior system of heat circulation makes perfect baking. Light, handy, save gas and prevent heating up the house. Doors finished in nickel and porcelain. Elgin oven trade always extends to other departments. Big profits for you.

Elgin OVENS are supplied in sizes to please your particular trade. Carry at least enough to supply immediate demands. We ship all orders promptly. Thus we keep your stock new and save you tying up capital. Let us help you create new sales and a permanent trade. Write for full particulars. Order direct if your jobber cannot supply you.

Note.—Elgin Ovens Nos. 36, 40 and 14 (Lady Elgin) are great sellers. No. 40 is the Thermo type which prevents accidental burning or scorching of food.

ELGIN STOVE & OVEN COMPANY - - ELGIN, ILLINOIS

One of the world's largest manufacturers of ovens

BEH & CO., 106 Franklin St., New York City, N. Y.

Distributing Warehouses: New York, Philadelphia, Boston, Pittsburg, Rochester.

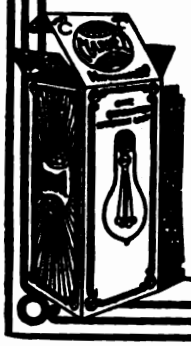
MARVEL

Quality is the first Consideration in building Marvel Nitrogen Lamps

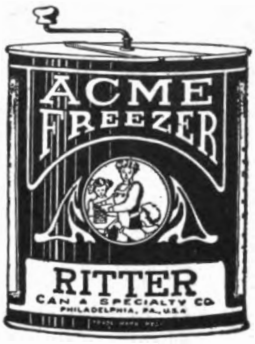
(ALL SIZES)

YOU are assured of a perfect, efficient, flawless lamp, and of IMMEDIATE DELIVERIES. Marvel Lamps are sold by direct representatives, and there are still a few highly valuable territories open

Write or wire us for details



Brite-Lite Lamp Mfg. Company
214 Oxford Street
Providence R. I.



MORE PEOPLE Have $1.50

to spend on a Freezer than $5 to $8 for the heavy wooden tub kind.

Have you thought of this?

Sell "ACME'S" this season

It is Economical, Sanitary and Easy to operate. Makes finest Cream and Ices in 5 minutes.

2 quart size sells at $1.50
4 quart size sells at 2.50

MADE BY

RITTER CAN & SPECIALTY CO.
PHILADELPHIA, PA.

Factory Selling Agents: BEH & CO.
106 Franklin Street, New York City

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"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for New 19 Catalog

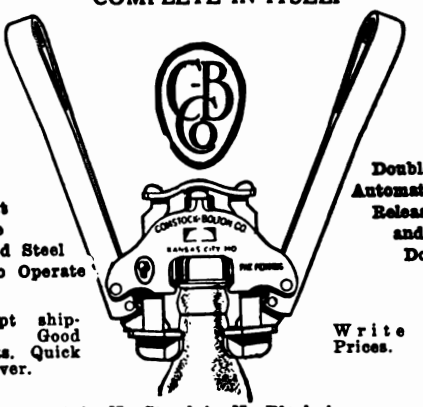
We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Mexico, D. F. Mexico

"C-B-CO." Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
Easy to Operate

Double Lever
Automatic Plunger
Releases Bottle
and Perfects
Double Seal

Prompt shipment. Good profits. Quick turnover.

Write for Prices.

No Adjustments! No Stands! No Blocks!
No Grasping Bottle with the Hand!
No Set Screws! No Keys! No Springs!
Just cap the bottles as they stand!

"CAPS THEM ALL"



COMSTOCK-BOLTON COMPANY
Manufacturers Household Specialties
1925 E. 15th St. - - Kansas City, Mo.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

The BIG FOUR Stropper

For Gillette Blades



Manufactured by
The Novelty Stropper Co.
New York

For Sale by your Jobber

Best for customers
Best for your profits

Western Sales Representative
W. H. WILBURN
602 Williams Building
San Francisco



GENUINE
Hildebrandt Spinners

Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



Gilson Garden Tools

Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

SAND'S PLUMBS AND LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan

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Sells to Dealer for $150.00
Retail Price, $375.00

The COOK PHONOGRAPH

reproduces the human voice, violin and all other instruments so distinctly that the very personality of the artist is revealed.

The tone and appearance of this instrument endears it to the purchaser, so that it becomes a necessity to the household.

Each phonograph is built by the master artisan and creators of this instrument in our factory.

Correct design, high quality construction, durability, appearance and finish are features of the COOK Phonograph.

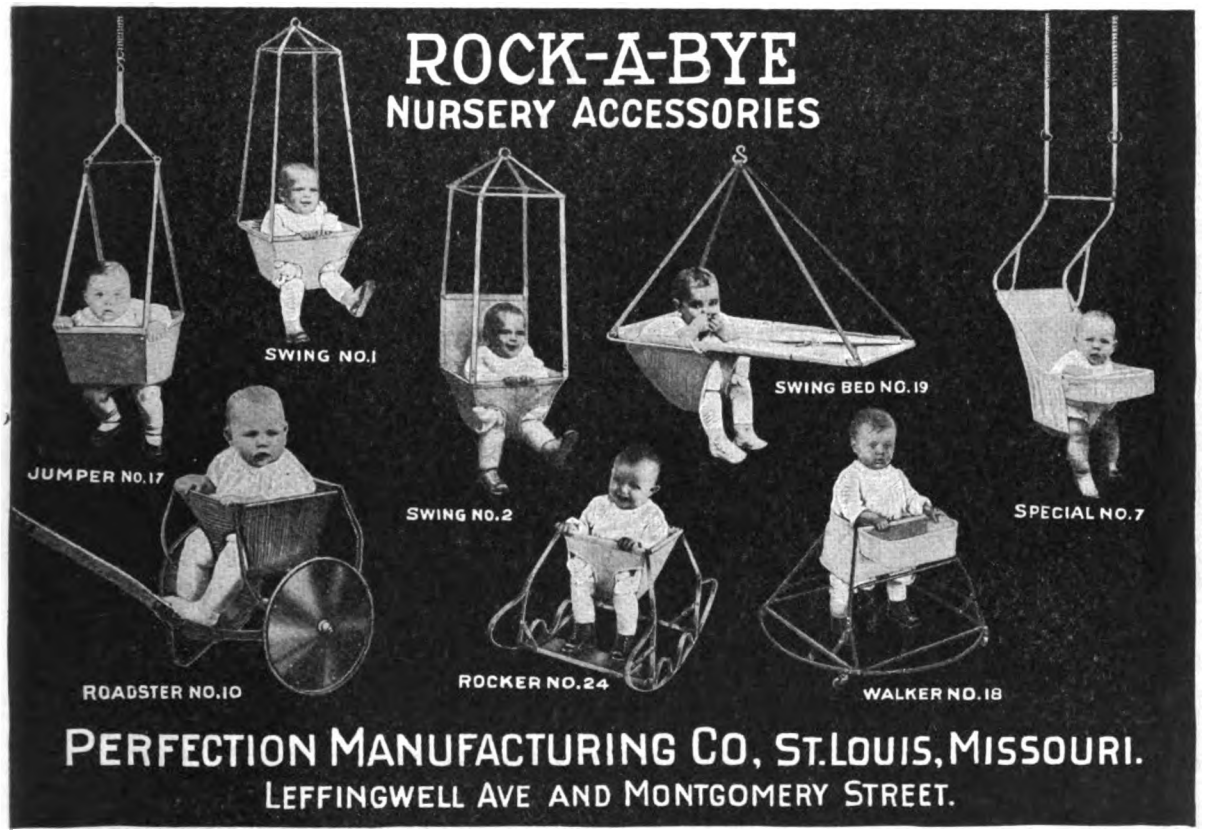
ERNEST C. COOK COMPANY

Manufacturers of the COOK PHONOGRAPH
"The Instrument of Quality"
Main Office, 116 S. Michigan Ave., Chicago

A SHAVING HARDWARE MAN

IF you are a self-shaving Hardware or Cutlery Dealer, Jobber or Salesman, mail this ad with your name and address to the AMERI CAN HONE COMPANY, OLEAN, N. Y., and you will receive, without charge or obligation, a new shell horse hide strop and a new hone in combination.

The best proof is the proof by test. We believe we have the best razor sharpener in the world and shall welcome the opportunity to have you see what it does.



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The HEADLIGHT Line

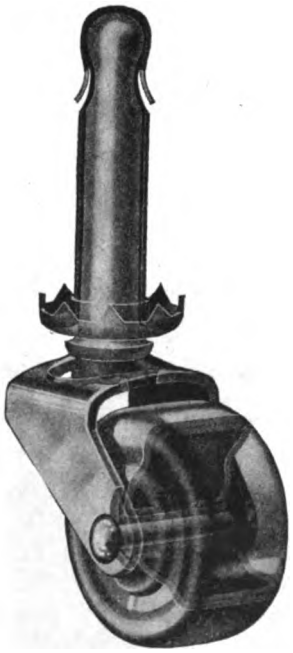
Mr. DEALER:

Are you looking for a Wickless Oil Cook Stove that will give you no trouble, one that you know will remain where sold and cause many new customers to come to you for others? Just order a sample HEADLIGHT OIL RANGE, either with built in oven or plain, try it out thoroughly, and then place your order with us for your season's supply for a stove that will move off your floor quickly and give you a good profit.

Write for full description and prices.

The L. A. Althoff Mfg. Co.

180 N. Dearborn St., Chicago, Ill.



...THE...

FAULTLESS CASTER



A scientific construction accurately produced--this is the fundamental principle that has established the supreme quality and unsurpassed service of FAULTLESS CASTERS.

BY INVITATION MEMBER OF

FAULTLESS CASTER COMPANY

EVANSVILLE, INDIANA

Manufacturers of All Kinds of Casters

Pacific Coast Representatives

CHAS. A. DOWD SALES COMPANY

320 Market Street, San Francisco

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House all swept
—and not tired out!

This light carpet sweeper is easily operated and carried about with one hand. No dust clouds, no stooping. Makes the daily sweeping quick and easy. Costs no more than half a dozen brooms and outlasts dozens of them. A real economy as well as a daily convenience.

If you now have a very old Bissell serving you faithfully, let your dealer show you a modern "Cyco" Ball Bearing Bissell — even easier running and more efficient. It will be a great time-saver to have them both—one for upstairs and one for down.

Beware of unknown sweepers offered at ridiculously low prices. Real economy is to buy a sweeper that will last You can rely on a

BISSELL'S

Bissell's New Lightweight Vacuum Sweeper has more suction than any other non-electric cleaner, and more than some electrics — at a quarter of their price. Price list and booklet — "Sweeping Facts and Fallacies"—on request,

BISSELL CARPET SWEEPER CO.

228 Erie St., Grand Rapids, Mich.



Oldest and Largest Sweeper Makers

Made in Canada, too

Put Your Sweeping Reliance on a Bissell's Appliance

BISSELL ADVERTISING

in the Leading National Periodicals has been continuous for over thirty years.

Write for a copy of Bissell's Spring Offer Announcement.

BISSELL CARPET SWEEPER CO.

Oldest and Largest Sweeper Makers

Grand Rapids, Mich.

Niagara Falls, Ont. (Factory)
New York, 25 Warren St.



Cooks All Sizes at Once

The smallest bottle cannot drop through the fine mesh of the

No. 8 UNION

One-Piece Adjustable Canning Rack

Fits any No. 8 wash boiler—no expensive container necessary. The only high grade rack which folds compactly all-in-one-piece. No loose parts to become lost or broken.

All jars cook at bottom of container where water is hottest. The special feet keep jars off fire bottom and prevent cracking. The lugs upon handles grip boiler edge, permitting quick removal.

Any jar may also be instantly removed with the No. 10 UNION Sure-Grip, shown above—a necessity in every household. This is an important feature, as some products require less cooking than others.

The most popular rack you can handle. Write for circular and full information.

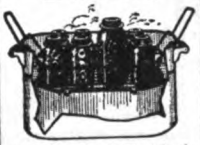
Tested and Approved by Good Housekeeping Institute

UNION STEEL PRODUCTS COMPANY

LTD.
530 N. Berrien St.
Albion, Michigan



No. 8 UNION. Cooks all sizes at one time. (Patents Pending)



No. 8 UNION. Easily loaded and unloaded.



No. 8 UNION. Folds compactly, all in ONE piece.



No. 4 UNION. Fits any ordinary kettle. (Patents Pending)



No. 10 UNION SURE-GRIP A necessity in every home. (Patents Pending)



UNION
ONE PIECE
FOLDING
ADJUSTABLE
Cold Pack Canning Rack

Easy to Use

Easy to Sell

Digitized by Google

OMER COX
Western Representative
Atlas Building
San Francisco, Calif.

PERMANENT

The Hygrade Lamp Company has been in business for 20 years. A stable, progressive, independent concern, it plans to be in business many years in the future.

Licensed.
Hygrade Lamps are licensed under the General Electric Company's Tungsten Lamp Patents. This license includes all the tungsten lamp patents which may be granted in the future.

Independent Selling Policy.
Hygrade Lamps are sold at outright sale, without contract, agency agreement, or resale restrictions of any kind.

You Cannot Buy a Better Lamp.
The Hygrade quality is kept up by setting a very high standard and then maintaining it under the active supervision of the owners of the company, assisted by a staff of eight engineers and a corps of very efficient inspectors.



HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

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The Story of Quicker---Easier---Better Cooking

The wonderful human interest story of National Pressure Cookery is being told to over 12,000,000 housewives through page and quarter-page advertisements in the Ladies' Home Journal, Good Housekeeping, Delineator, Modern Priscilla, Woman's Home Companion, Literary Digest, Country Gentleman and other national magazines.

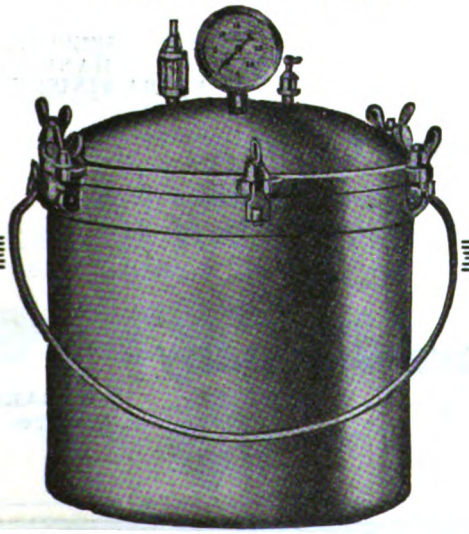
National ALUMINUM COOKER

cooks entire meal over one burner in 30 minutes. Women are delighted with it. Dealers are enthusiastic. Kansas City Convention dealers said National Cookers were the real "hard times" quick-selling merchandise. They sell easily because of tremendous national advertising.

All leading women's magazines advocate Pressure Cookery

Ask your Jobber, or write direct.

Northwestern Steel & Iron Works
Dept. 603, Eau Claire, Wisconsin





Outdoor Time Is Nearly Here

With its approach every lover of nature takes inventory of his equipment for out-door life, making sure he is prepared to get all the joy it holds for him.

Your stock should be ready to meet his calls.

Gold Medal Folding Furniture has provided comfort and rest to votaries of the great out-doors for 30 years. Wherever they have gone, Gold Medal Folding Furniture has gone with them.

Now at home, as well—on porch, lawn, in sun parlor, den and bedroom—its comfort, neatness, light weight and compactness have found it a place.

The universal use of Gold Medal Folding Furniture makes it a continuously profitable line that is worth pushing. Catalog on request. Jobbers everywhere.

Gold Medal Camp Furniture Co.
Racine, Wisconsin

"GOLD MEDAL"
TRADE MARK REG. U.S. PAT. OFF.
FOLDING FURNITURE



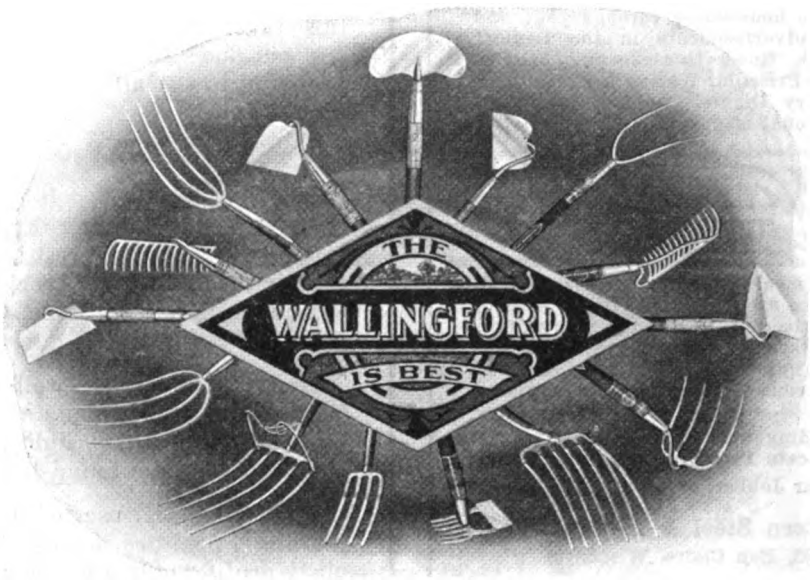
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The Tritch Hardware Company

ROCKY MOUNTAIN DISTRIBUTORS OF

WALLINGFORD
FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH QUALITY CAST STEEL

CAREFULLY TEMPERED AND TESTED

SELECTED HANDLES EXTRA FINISHED

Be Prepared for Large Crops

There will be a heavy demand this Spring for Farm and Garden Tools.
We maintain a complete assortment for immediate shipment.

The Tritch Hardware Company

FRANK A. BARE
President

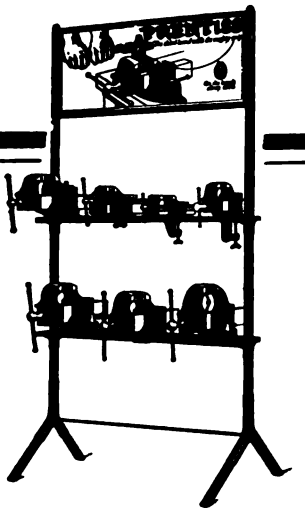
Jobbers

O. E. BARE
Vice Pres.

Denver, Colorado

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SPEED UP YOUR TURNOVER



Vises are among the slow moving articles in your stock

Why?

They are not properly displayed. Your customers must ask for them—they are in the back of the store, under the counter or in the cellar.

Every home, every shop, every garage has use for a vise—all customers are prospective vise buyers, and they will buy if you remind them of their needs.

We will send you a sales stand (4½ feet high by 21 inches wide)—ready for use—FREE—with your first order for **Prentiss Vises.**

This stand will be suitable for show window or store display purposes—will present your vises in an attractive and available manner and will make sales for you.

Your sales on vises will increase and your turnover speed up marvelously.

For information write:

PRENTISS VISE COMPANY
106-110 Lafayette St., New York City

PRENTISS

"ON THE BENCH  *SINCE 1868"*



The Man of the House Needs Sandpaper Now

These are the days when the "Man of the House" busies himself with odd jobs about his home.

Fix up a window display of tools and supplies that will attract the home-tinker, with a center piece of a quire of sandpaper, spread out, fan-shaped; and bearing a catchy card that we will supply for this sale.

Then be ready to show how much difference there is in sandpaper—and the uses for different grades.

Explain how sandpaper is just the thing to cure "sticking" doors, windows, bureau drawers and other things — first the coarse for cutting, and then the fine for polishing.

Show how to use sandpaper to remove old paint.



Send for our Book — "Sandpaper Sales Tips" — for valuable sales tips in making sandpaper a magnet to sell all kinds of things.

WAUSAU ABRASIVES CO.
WAUSAU, WISCONSIN

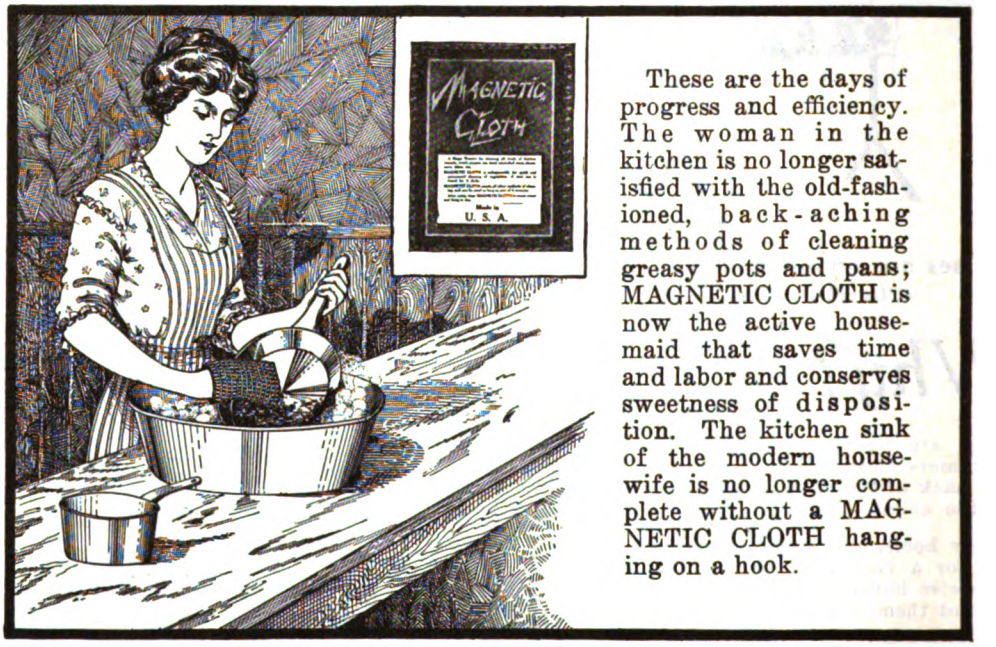
Western Representatives
SPRAKE SALES CO., Inc.
Los Angeles 216 Higgins Bld. San Francisco 525 Market Denver 506 Charles Bld.
Portland, 633 Railway Exchange Bldg.

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents  **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. **PHILADELPHIA, PA.**

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

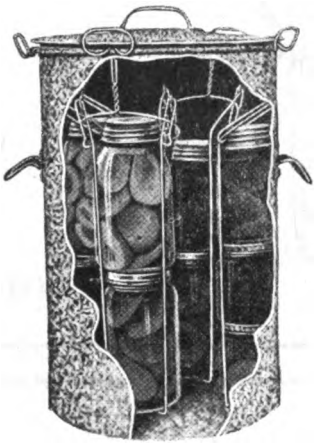
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BEAR BRAND COLD PACK CANNER





Patented



A new and improved method of cold pack canning for the home. Approved by U. S. Government. Lower prices on fruit and sugar means a good demand for an up to date canner. Place your order through your jobber early to insure stock. Weight complete 9 pounds.

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

MANUFACTURED BY

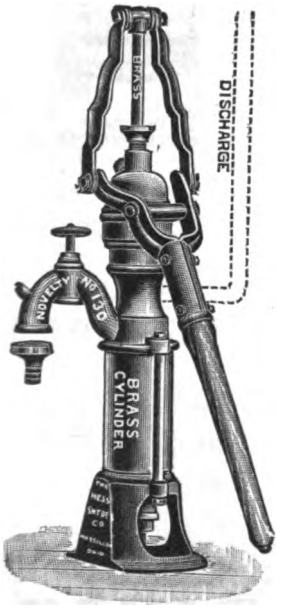
Woolwine Metal Products Co.

Eighth Street and Santa Fe Ave.
Los Angeles, California

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



Silica-Graphite

is the ideal paint pigment for a protective covering for metal or wood surfaces.

It clings so tightly that there are no cracks or checks for moisture to enter.

Because of its fish-scale like formation, it successfully meets expansion and contraction.

No wonder it is considered indispensable by all users of it.

Its wonderful records extend back over 50 years.

Its success has encouraged imitations. Be sure you get Dixon's Silica-Graphite Paint. It has no equal for durability and real economy, and no competitor. Write for Booklet No. 230B, and long service records.

JOSEPH DIXON CRUCIBLE COMPANY

Jersey City, N. J.

Established 1827

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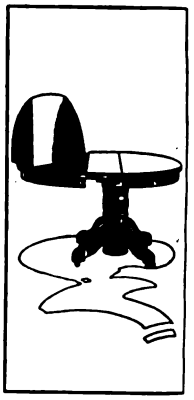
Asbestos Table Mats and Protectors

Jobbers of house and kitchen furnishings will find this an attractive line.

Our new DOILY-COVERED TABLE MATS are in demand and will produce large business.

Inter-Mountain and Pacific Coast Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, Cal.
320 Story Bldg., Los Angeles, Cal.

TURNER ASBESTOS COMPANY
EXETER, N. H.



Dealers Earn the Advertising Appropriation

$1.00 Gem Safety Razor Set

FREE FREE FREE



WITH

Every dozen Safetee Shaving Cream at $2.96 per dozen

or Safetee Cocoa-Butter Center Shaving Stick at $2.96 per dozen

or Safetee Shaving Powder at $2.96 per dozen

OR

Two dozen Safetee After-Shave Talc at $2.40 per dozen.



EXAMPLE

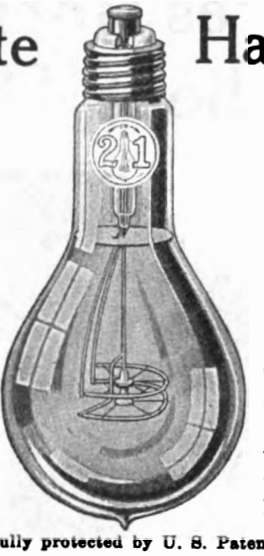
	Cost	Sell at	Profit
1 Dozen Safetee Shaving Cream	$2.96	$4.20	$1.24
1 Gem Razor Set	Free	1.00	1.00
Profit			**$2.24**

Push "THE LINE THAT PAYS"

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The Complete Hardware Man

DUALITE



NITROGEN WHITELITE LAMPS

SAVES: 50% in lamp outlay
100% in freight
100% in storage

Carries a full line of nitrogen lamps, and foremost amongst these is the DUALITE, the latest achievement in lamp construction, introduced by WHITELITE ELECTRIC COMPANY.

In all sizes and voltages, for many years known for their high quality

The DUALITE is a lamp with a double filament, regulated by a screw cap in the base to keep them burning one at a time, making the one lamp serve as long as any two lamps.

(Fully protected by U. S. Patents)

WHITELITE ELECTRIC CO.
Sole Makers

Write to us for prospectus.

368-370 Broome St.
New York City



BEST CUTLERY CO.

Manufacturers of all kinds of

HIGH GRADE SOLID STEEL SCISSORS

Office and Works

25 Willoughby Street - - Newark, N. J.

SWISSALU ALUMINUM

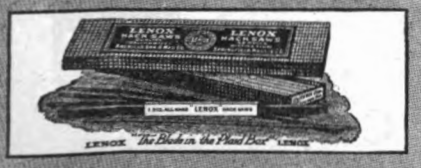


THE GEO. H. BOWMAN CO., Cleveland, Ohio

"LENOX"

HACK SAWS

BAND SAWS



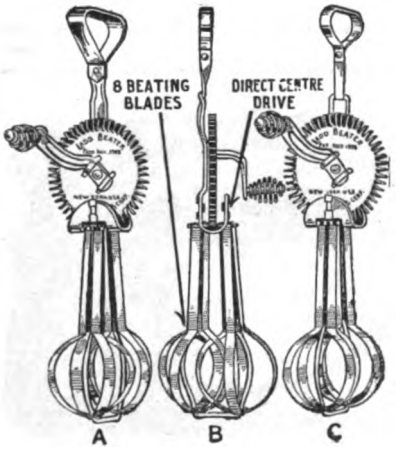
AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

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No Housewares Stock is Complete Without These

BIG 4

Items

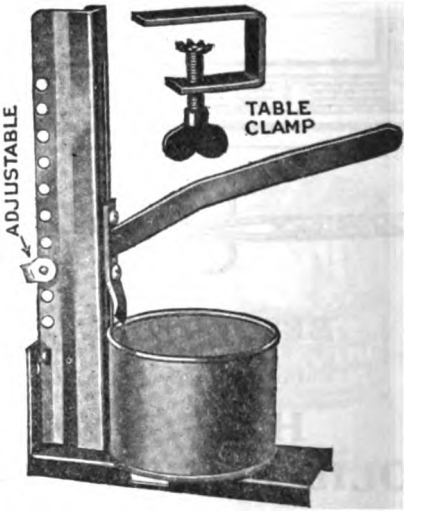


Ladd All-Steel Beaters—3 sizes for all requirements.

Saturn Stationary Can Opener (New) entirely correct principle.

Ladd Mixer Churns —1 qt. and 2 qt.

Saturn (Clothes Line) Reel — 3½" round, 2 finishes.



OPENS CANS OF ANY SIZE OR SHAPE

These goods are all candidates for every well-conducted home. They sell on sight. Profits are liberal. Early orders desired.

JOBBERS the world over and Us.



Saturn Clothes-Line Reels

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sand & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Washington
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon

United Royalties Corp.

1133 Broadway, New York



Ladd Mixer-Churns

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SAVE

WHEN YOU BUY THEM

YOU WILL WANT THEM AT SOME TIME

ORDER NOW!



For Prompt Attention Communicate with the Nearest

HOUSE OF SERVICE

*E. F. REINHARDT & COMPANY
13 South 4th St., St. Louis, Mo.

*MINNEAPOLIS ELECTRIC LAMP COMPANY
706 1st Ave. N., Minneapolis, Minn.

SOUTHERN JOBBERS SUPPLY COMPANY
534 Bienville St., New Orleans, La.

SAMUEL TOOLE
336 Burgess Avenue, Indianapolis

MICHIGAN LAMP COMPANY
109 Michigan Ave. N. W.,
Grand Rapids, Mich.

W. J. KATTREIN
29 No. Pearl St., Albany, N. Y.

*MID WEST LAMP COMPANY
189 West Madison St., Chicago, Ill.

HASKELL ELECTRIC LAMP AND SUPPLY CO.
1001 Chestnut St., Philadelphia, Pa.

*J. R. O'DONNELL & COMPANY
171 2nd St., San Francisco, Cal.

W. W. BOLZ
614 Fulton Bldg., Pittsburgh, Pa.

D. A. THURSTON
117 Trowbridge Ave., Detroit, Mich.

LOUIS SHIRO
50 High St., Boston, Mass.

H. L. WILLIAMS
Augusta, Georgia

O. J. DYKEMAN
117 No. 8th St., Reading, Pa.

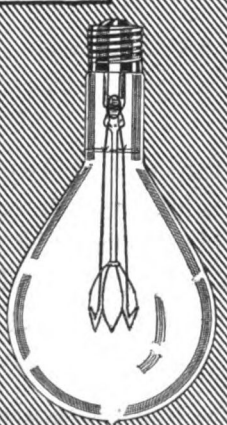
NULITE ELECTRIC COMPANY
220 West 42nd St., New York City

*Warehouse Stock.



SAVE

When You Use Them

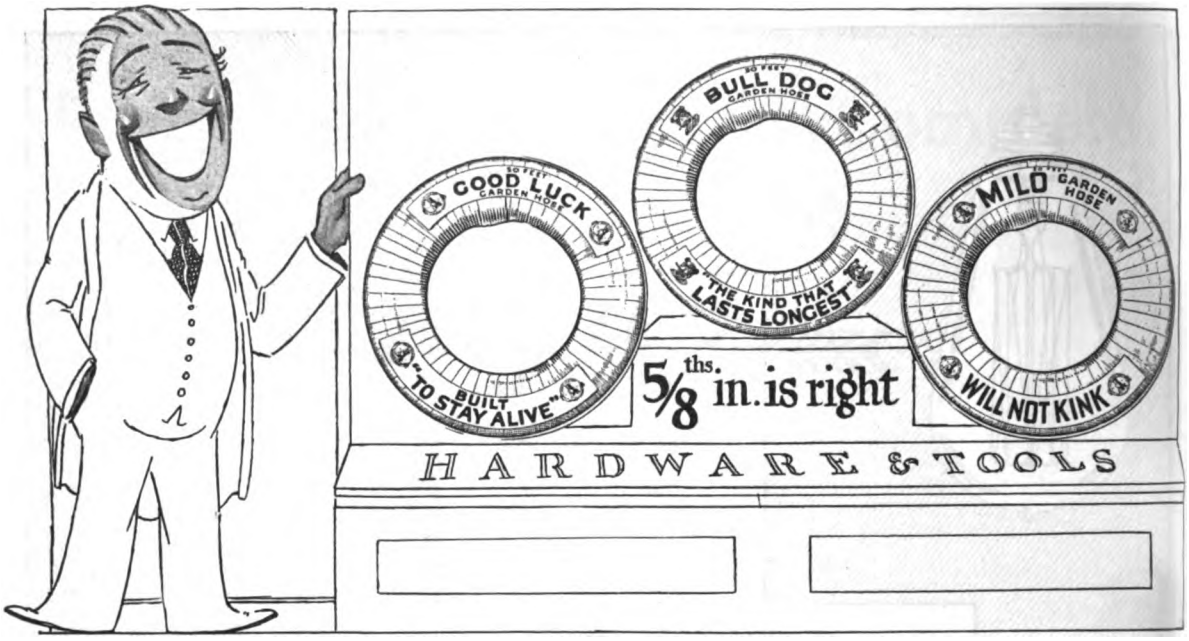


FACTORY and MAIN OFFICE

SAVE ELECTRIC CORPORATION

220-254 36th ST. BROOKLYN, N.Y.

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The live hardware dealer says:

"Wrapped Hose Makes Fine Window Displays

"You can't get much display out of a black cat in a dark alley.

"I never used to use garden hose in my window. The color of hose is just about the color of a shadow. You couldn't get an effect out of it, do your best.

"Now that I carry the three standard 5/8th brands — BULL DOG, GOOD LUCK and MILO—I make bully window displays with hose. The coils look fine hung up in a row or in a pyramid. I can make a hose display with them that will put your eye out."

BOSTON
WOVEN HOSE &
RUBBER CO.
Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands.

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Hardware World

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Volume XVI APRIL :: 1921 Number 4

Business is on the Upturn

BUSINESS in America is getting its stride again.

It is going to set a steady pace it can keep. Swing along with it, the best is yet to come.

Recent months have marked a return to normal habits and wholesome standards. Business houses are in training to conserve strength and build up vital powers on a better, broader basis.

Prices have reached or are reaching stable levels.

Goods and services no longer sell themselves. They must be sold.

Good salesmanship is the order of the day. It is a help-the-buyer kind. It puts Service on a par with Profit. Its aim is to attract buyers by making buying attractive.

Merchants and all sellers are not merely getting business, they are building it on foundations of integrity.

Just recently the president of a national business spent thousands of dollars to apologize to the public for misstatements in advertising published in hundreds of newspapers by his company.

He said policies of truth-telling and fair treatment must be maintained by his company at any cost because he valued the confidence of the public and the good will of his business too much to have it impaired by wrong practices.

Legitimate business believes in "playing fair" and "dealing square." It aims to safeguard the interests of the purchaser in all transactions.

With the spirit of Service as a guiding force, business is worthy of your faith on which its activity relies. There is the nub of the whole matter.

American security lies not only in our mines, forests, factories, and farms, but also in the work of our hands and the confidence in our hearts.

Let us turn these to constructive purposes and enjoy a wholesome measure of Prosperity.

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Forward Now, Together!

THE time has come for all of us in America to move forward—unitedly and with determination—into an era of sound Prosperity.

We are due to come into our own. Now is none too soon.

We must make up our minds to Go Ahead—flash this signal all along the line.

The Way is open if our Will is strong.

The wheels of industry will turn in response to our command, expressed in terms of action.

It is up to You, to all of Us, to say the right word and do the right thing to stabilize Business. Stability waits on activity plus faith that all is well—faith in ourselves, in one another, in business.

Faith is the very foundation of Prosperity. Make it the cornerstone of your thinking and of your action.

Today, let us start putting our shoulders to the wheel, all together. Let us Work a little more, Think a little harder, Buy without forebodings—and Sell with a Conscience. We must keep a clear eye out for the other fellow's interests as well as our own.

The one rule that assures a full measure of prosperity is the Golden Rule. It is simple, sure, safe. Work this rule and let it rule your work.

Some say there has been a breaking down of faith by the recent scramble to "get while the getting is good." Even if that is so, we must dismiss from our minds that phase of re-action from war endeavors and declare for new, high standards.

Nothing tangible is holding us back. The fundamental factors making for Prosperity are all favorable.

At core American business is solid.

At heart American men and women are courageous.

We must show the world, each other, ourselves, what American Spirit really means.

Forward now, together, confidently!

WINNING THROUGH COURTESY

If a person addresses me I like to think that he gives me credit for having some intelligence. I may not have any, but I like to think he believes I have. If he talks to me on some abstruse subject I take it as a compliment because he would not talk on that subject if he did not think I understood it. If his verbosity extends only to himself and what he can do, has done, or intends doing, I'm too busy to listen. I am just a human being. If he tries to hypnotize me to the extent of buying his goods against my own judgment, he insults my intelligence. The more he promises, the less I expect to get.

When a customer has even a small grievance, treat that grievance as if it were as serious a thing to you as to him.

Did you ever ask each clerk to write an advertisement? Many will be worthless, some may be funny; a few may suggest a good idea.

Happiness is the only good. The way to be happy is to make others happy. Other things being equal, that man is happiest who is nearest just—who is truthful, merciful and intelligent—in other words, the one who lives in accordance with the conditions in life.

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A WAY TO OVERCOME COMPLAINT OF HIGH PRICE

A Kentucky hardware dealer has an effective way of convincing customers that his high quality goods are real bargains in spite of the seemingly high prices that conditions necessitate.

In his show window there is an attractive display of leading articles. In the center is a big white card with red letters reading, "It's Not Price, But Service That Counts. Figured on service, every article in this window is dirt cheap. Select any article. If we can't prove this statement, we'll make you a present of the article.

"We haven't given away anything yet," says the dealer, "and we won't have to. Just to show how our system works, let's consider our best percolator. It sells for $6.50. We tell our customers it is cheaper than the coffee that goes in it. Although the percolator will last many years, we consider for our argument that it will last two years. Two years is 730 days. The cost of the percolator at that rate of wear is less than one cent daily: 'How much coffee', we ask the customer at this point, 'How much coffee can you get for a penny?' We have had unusual success in using this method of showing how little an article costs on the basis of service.

"Customers used to complain about high prices. We became tired of continually advancing reasons why we had to ask more for our goods than we had asked a few years back. Finally, we decided that, to have any peace of mind at all, we would have to reduce prices or convince the public that those prices were still reasonable.

"To reduce prices meant to reduce quality—to discontinue handling the high-grade goods for which our store had gained a good reputation and substitute low-grade goods. We wanted to retain the good will and patronage of our customers, so we decided that the substitution would be the worst change we could make.

"Instead, we quit price talks, price arguments, and price windows and began to sell the help, the usage, the service our articles give to the customer."

Since it is the use of practically any article that determines its cost to the purchaser, the Kentucky hardware dealer's method can be adapted for selling anything.

Any man can face one day's trouble. It's trying to carry tomorrow's, too, that weighs us down.

MANY STILL CUT TWO HOLES FOR A CAT AND KITTEN

According to the encyclopedia, Rene Descartes was the father of modern philosophy and a very wise man.

Yet one day he did a curious thing. To put the finishing touches on his study, he provided a large notch in the bottom of the door so his cat could get in and out.

Then he cut a smaller notch for the kitten. Though Descartes was a splendid thinker most of the time, he seems, like the rest of us, to have been capable of foolishness also.

No matter how carefully the human mind is trained it will insist upon proving that it is still a human mind by occasional lapses into foolishness.

This fact was recognized by another wise man named Erasmus who wrote a book "In Praise of Folly." And it was recognized by the church when that great institution tolerated the Feast of Fools in every country of Europe. Perhaps there would be fewer people in the insane asylums today if mankind had not lost sight of the need of a little folly once in a while.

This then is a plea for the right to be foolish now and then.

Most of us take life too seriously—or take it seriously too continuously.

We get into a rut of seriousness which wears deeper and deeper until it is so deep that we cannot see out of it.

And when some wisely foolish person looks down upon us and invites us to come out and be foolish, we cannot. Real folly is unknown to us—folly of the cleansing, purging kind that acts upon the mind like calomel upon the liver.

The sign of a healthy mind is the ability to laugh heartily. Laughter is a letting go.

It releases the mind and relieves the tension of too much and too long thinking. How much better you feel after a boisterous laugh—yet how often do you enjoy one? Almost everyone can think back for months before being able to remember the last real laugh he had. Most of us need a hearty laugh at least once a week—as a pill to purge melancholy—but we consider ourselves lucky if we are able to laugh completely and unrestrainedly twice in a twelve month.

Worry less and work more.
Ride less and walk more.
Frown less and smile more.
Drink less and breathe more.
Eat less and chew more.
Waste less and save more.
Preach less and do more.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Bostmen's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 1802 Young St., Dallas, Texas
888 Taylor St., Portland, Ore. | 424 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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Facts That Govern the Railway Situation

EACH one of our readers should be concerned as to the railway situation, for each one's business is affected. To a considerable extent each one is a patron of the railway, and anything that makes it necessary to increase rates affects the manufacturers and the merchants' business. Moreover, transportation facilities and their development, or lack of it, affects each community.

It is often more true than not, that business men do not inform themselves as to the facts that really govern the railway rates.

Swallowing Politicians' Talk

We have become so accustomed to hearing the railways condemned as "exploiters of the people," vilified as "greedy corporations, charging all the traffic will bear," by politicians seeking office, that it has become second nature with us to condemn them before we know the facts; and even when facts are presented, we are prone to regard them with a considerable degree of suspicion.

We hold no brief for the defense of any railway or anyone connected with them, but it is not in keeping with the American reputation for fair play to condemn anyone, or any institution or corporation, until we know the facts.

One of the sanest, safest ways of judging a man or any aggregation of men, is to put ourselves in their place. We wonder if it ever occurs to the average business man to consider just what he would do in a similar position.

A Comparison

What would you say if there was a commission appointed which would tell you that every article of merchandise in your stock should be sold at a certain price?

What would you say if you should be told the salaries or wages you should pay your employes? Again if you were told the hours they should work? How many clerks or salesmen you should have or how many men or surplus helpers should be employed to do your work?

How long would you be willing to do business under such a condition? The railways are in a somewhat similar position. In its last analysis there isn't such a vast difference.

Now if all the expenses which you were called upon to pay for the conduct of your business, plus the cost of your merchandise, exceeded what you were allowed to sell it for, how long would you keep open for business.

But suppose you were made to keep open—you were compelled by law to keep your business running, and make your purchases and sell your merchandise at a loss.

You would not be allowed to purchase any supplies from any other company in which you had an interest. Before you could change the salary of your employes on account of poor business or loss of trade, you must obtain permission from some commission that will permit you to do this.

You wouldn't be allowed to increase the price of any article unless you presented your case in court and proved it conclusively to a committee, who had no experience in your business, who knew nothing of your local conditions, but nevertheless had the final say as to what you should charge.

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Some facts have recently come to light which should interest every business man. It concerns railways running from New York to Philadelphia and from New York to Chicago, but the situation is practically the same on all lines in every section of the country.

It's 91½ miles from New York to Philadelphia. Trains require two hours eleven minutes average time to make that run. The train crews get one full day's pay (eight hours) for that run. Often they make the return trip the same day and they get another full day's pay for the return trip. Thus within six or seven hours they are paid for sixteen hours.

From New York to Chicago is 909 miles. One Pullman conductor and one porter for each Pullman car make the complete journey and they sleep part of the time, which takes 23 hours on the fast trains.

Present rules authorized by Director General McAdoo under government administration require seven engineers, seven firemen, seven flagmen, seven railroad conductors and seven crews of brakemen to make the run.

The result is the railroad pays 8 day's pay for 23 hours service.

Here is how it works out:

	Miles	Time	Compensation
New York to Philadelphia.....	91.5	2 h. 11 m.	1 day's pay
Philadelphia to Harrisburg	103.9	2 h. 29 m.	1 day's pay
Harrisburg to Altoona	131.1	3 h. 45 m.	1 day's pay
Altoona to Pittsburgh	113.8	3 h. 15 m.	1 day's pay
Pittsburgh to Crestline	188.7	5 h. 10 m.	2 days' pay
Crestline to Fort Wayne	131.6	2 h. 55 m.	1 day's pay
Fort Wayne to Chicago	148.1	3 h. 50 m.	1 day's pay
Total	908.7	Av. 3 h. 17 m.	

In various instances these train crews "double back" the same day and receive two days' pay for less than seven hours' work on the road.

You will note there is a schedule which entitles engineers, firemen, conductors, brakemen, etc., to a full day's pay with time for working ranging from two hours and eleven minutes to three hours and fifty minutes.

Talk about the six hour day advocated by Foster, Gompers, etc. Perhaps you didn't know there was in effect almost a two hour day.

Another Example of "Business" Efficiency

When William G. McAdoo became director general on January 1, 1918, he appointed, as one of his assistants, President Carter of the Firemen's Brotherhood, and unionization of unorganized employes was vigorously carried out, particularly among the shopmen.

The eight-hour day came into effect; wages were increased 25 to 30 per cent, the lowest paid men receiving the largest percentage of increase; many kinds of workers were put into new classifications, thus entitling them to higher rates of pay; and piece work was opposed. Conditions became unsettled and disputes arose.

Then McAdoo appointed a committee of railroad officials to confer with a committee representing the mechanic crafts; that is, the machinists, boilermakers, blacksmiths, carpenters, car repairers, coppersmiths, etc.

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What happened?

The men's leaders, very shrewd, able fellows, collected all the different rules from all the roads, picked the most favorable rule on any road covering each point, strung them together, and said: "We want these rules extended to cover all the roads, in the form of a national agreement."

The officals objected strenuously, but as we were in the midst of a colossal war, the governmental authorities "ok'd" the agreement, and it went into force.

Unskilled Workers Transformed into Skilled Ones by Scratch of a Pen

Queer things began to happen to the roads.

For example, no road could hire a carpenter, or anybody else as a car repairer, unless he had had at least four years' experience as a car repairer's helper.

Work formerly done by helpers was reclassified, and had to be done by car repairers at greater cost to the roads and therefore to the public. In many other cases workers formerly classed as unskilled were transformed — on paper — into skilled workers and not only was their pay increased, but the increases were made retroactive, so that some men on being reclassified received hundreds, and in some cases well over a thousand dollars, at one clip.

Every worker who had to report (check in) his starting time was allowed one hour extra pay a week for so doing—even if the man may have worked only one day a week. This rule cost one large road $600,000 a year.

Another rule stipulated that certain shifts should be paid for the time they were eating lunch, and this cost the same road $700,000.

Democracy in Railway Work

Some of the rules entailed iniquitous waste of time and money.

For example, a machinist's helper, or any handy man, used to put in a nozzle-tip before the war.

Today, to do this simple bit of work on a locomotive, it is necessary to:

1—Call a boilermaker and his helper to open the door, because that is boilermaker's work.

2—Call a pipeman and his helper to remove the blower pipe, because that is pipeman's work, and

3—Call a machinist and his helper to remove the tip, because that is machinist's work.

The same three forces must be employed to put in the new tip.

Expensive Leaks Under Government Ownership Not Yet Changed

A little leak in a locomotive boiler used to be repaired promptly by a boilermaker and his helper.

Separation of trades has now been carried to such a point that the following elaborate time and money-consuming series of operations has to be gone through:

First, a sheet metal worker, with a helper standing by to hand him his tools, loosens the jackets.

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Second, a locomotive carpenter, whose tools must be handed to him by another helper, removes the packing.

Third, a boilermaker, waited upon by another helper, corks the leak.

Then the locomotive carpenter, who has been idle meantime, replaces the packing; and the sheet metal worker, who probably has been idle while the others were working, tightens the jacket.

What has been the inevitable result?

Some five million workers are idle today in the United States, including several hundred thousand railroad employes, the need for their services having been done away with by the business depression which was, at least partly, brought about by excessively high railway costs and excessively low railway earnings.

In 1917 the nation's railway wage bill was $1,739,500,000. Last year the wage bill was $3,600,000,000, an increase of about two thousand millions.

It costs the shipper 27 cents to send a bushel of wheat from Kansas to New York in 1917. Last year it cost him 46 cents. But of this, 27 cents was consumed by railway wages, or exactly what the whole freight bill was in 1917.

Sooner or later this kind of thing must be adjusted because it isn't right or fair. No one begrudges high wages to railroad operating employes, because we must insist upon efficient operation, but it is an insult to our national intelligence to adopt certain rates of pay which are reasonable and then put over all kinds of rules, which actually result in boosting this pay to an unreasonable figure. The business of the country pays the freight.

Public opinion is the only cure for this situation, because public opinion in America is always right when it's well informed, but it is often difficult to get the facts before the entire people.

Theories Prove High in Cost

The country has been satiated with the "infallible" doctrine of doctrinaires, the impeccable theories of theorists, the political pollutions of politicians, the unerring esoterics of economists, and the syllogisms of sociologists, men who modestly admit that they are wonderfully capable of making a success of someone else's business; for if there is a deficit can it not easily be made up by appropriations and taxes without anyone being hurt thereby?

Notwithstanding government ownership was thoroughly tried and tested and left a deficit that the public will continue to pay in increased rates due to mismanagement of the Railway Administration, there is an active propaganda by Bolshevists, soviet professors and politicians, who hold themselves up as leaders of a down-trodden democracy.

It behooves every business man to study the facts and to inform himself in matters that so vitally affect his interest.

It is true that the daily newspapers and the popular magazines don't find it popular to give these facts to the public, and there has been a world of misinformation given out, for too often these publications are the organ of some professional politician or agitator who has an ax to grind and is seeking some political office.

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Does It Cost the Retailer Too Much to Do Business?

"Mr. Dealer, your selling expense is too high," is a common assertion heard through and about the middle West. All right, let us have a look at this angle.

It is quite true that a car of flour, coal, apples or what not, can be, once in a while, distributed at small expense. Unfortunately the sum total of this is but a small part of the total needs of a community. Then the gain is not always what it seems. Coal will slack and flour will get wormy and apples will rot.

Now, suppose, instead of a straight car of coal being hauled out in a day you found that you must have two or three thousand different kinds of coal. (We have that many different kinds of merchandise in our stock). Also, that you must buy carefully, check in, put in a suitable building, pay rent, insurance, interest and taxes.

Further, you must keep open ten to eleven hours per day to wait on your customers. Also stand considerable loss and shrinkage from weighing up small lots, many wanting only five or ten cents' worth of coal, which must be tied up in paper and string, or put in a sack.

Still further, most of your customers' income is in hand but two or three times a year, and they run accounts during the lean periods. You are glad to accommodate them, although you find to do so you must borrow money to buy more coal. Further, you find many of your packages come badly damaged by the transportation companies, causing considerable, and quite frequently entirely unsatisfactory, claim work.

Also, a man who owed quite a bill moved away and forgot to send his new address. And some of the coal sent out to your customers didn't seem to burn well and you had to go and haul it back. Then along comes a car five tons short and you may or may not get some of the loss back. These and hundreds of other trials and tribulations are to be considered if you are a retailer.

Now, by this time don't you think you would have a little charity and respect for your fellow unfortunate—with his sizeable expense account?

The fact is, there is absolutely no way of getting away from a certain and considerable percentage of expense. If only large items are handled, this percentage may be low, but the average purchase has always been comparatively small and always will be comparatively small, as it is most economical to most people. In actual work involved, therefore, it is about as easy to sell a keg of nails as a quarter's worth. Consequently, we sell them by the keg about a dollar cheaper than by the quarter's worth.

However, if one has no immediate need for a keg, there is nothing saved by buying that way. Interest on investment, risk of damage by rust, the chance that price may decline, the fact that only one size of nail is in a keg and that one buys other sizes to do general work—all make the purchase of a keg of doubtful value for every-day ordinary needs.

One does not build a barn or a house every day. But one does use nails of some kind nearly every day. Today it's 60d spikes for the culvert and tomorrow it's 16d for the feed rack. Next day it is lath or shingle nails for the chicken coop, or finishing and casing a box for what-not, or staples for the fence. Then it's brads and tacks, even getting down to brass tacks. In keg nails we carry about thirty different kinds. Manifestly it would be very foolish for the average user to buy a keg of each kind, although he could buy cheaper by the keg.

The user's common sense tells him it is better every way for him to pay the dealer a very small sum for his expenses, time and trouble in having them in stock and selling the kind he wants when he wants it, and in the quantity desired.

Here is the way J. S. McGuire, a Nebraska hardware merchant, answers complaints about his selling expenses being too high. He is publishing these advertisements in his local paper and is thus educating his customers to appreciate the service that he renders them.

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Hamp Williams' Profit Sharing Plan

Editor HARDWARE WORLD:

In 1904 I decided to share my annual net profits with those of my men who were fixtures in my business and who were qualified to run a business of their own, men that I would be willing to trust as partners and qualified to run the business in my absence. This was done in order that I might build a permanent business, and not have my organization torn up from time to time, and never know whether my best men would be with me one month, six months, or for any definite time and quit any time they got a job that paid more or suited them better, and most of the time probably looking for another position.

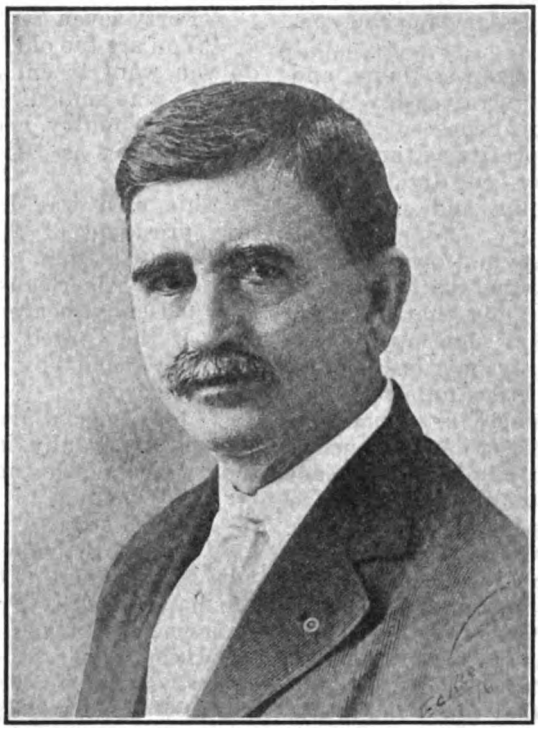
I realized that unless I made it worth while to them, and made their share of profits sufficient to overcome and to exceed any wage that might be offered them, that it would not be worth while to share with them. I realized also that the more they made, the more I would make, and the greater assurance I would have that good profits would be made.

In order to have them take the same interest in the business as partners, which they really are, except their contracts end with a dismissal if they violate it, which is left to my discretion.

We pay each of them a living wage and each the same wage, and when their living expenses doubled, we doubled their monthly wages. Each of the profit sharers share alike in the annual net profits, which is 5 per cent each, provided that the total net profits paid the profit sharers are never to exceed 20 per cent of the total annual net profits of the business, and here is the way that works out:

If we make ten thousand dollars in one year and have four profit sharers, they get a total of $2000, or $500 each; if I add another profit sharer, our profits upon the same hypothesis should increase proportionally; in other words, every time we add a profit sharer our profits should increase in the same ratio. Therefore, by adding an additional profit sharer, we do not cut the total net profits of the older men, for we should make proportionally more, otherwise there would be no justification for adding another.

But six is my limit of profit sharers. I don't want too many partners. We had five last year, and they got more profit than salary, and furthermore, it lessens the chance for friction. The balance of my employes are paid salaries, and they watch for a vacancy on the profit sharing board and try to fit themselves for that place when there is a vacancy.



HAMP WILLIAMS

Has been a valued contributor to the HARDWARE WORLD for some time, and his views on trade and business questions are always interesting. Mr. Williams is giving his experiences on his profit-sharing plan, which will be read with much interest.

These Are the Conditions:

Net profits are not determined until inventory is taken at the end of the year, at which time each profit sharer gets his part, but, if for any reason, he should quit or be discharged for cause, he is not to participate in the profits, and only draws his regular stipulated salary and no more, except if he should die, go to war, or become physically incapacitated, he or his heirs are to draw their pro rata part of the profits at the end of the year, after stock is taken.

We do a large credit business, and at the end of the year I reserve the right to cut out all doubtful notes and accounts, and they are charged off. If, however, any of them are collected the following year, they will be added to the profits for that year. This plan necessarily gives all "cut-outs" front place in the new year's business, and if they are collectible they will certainly be collected. The profit sharer in my business runs it; they do all the buying and they, with my consent, employ and discharge the additional help needed to operate our business.

I own the building and we agree on the rentals paid me. I sign all notes and am consulted from time to time on all matters of magnitude pertaining to the business. They make all adjustments, and settle all disputes with the trade. They submit to me the first of

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every month a trial balance, and a complete statement of the business. They show how much each man has sold and the approximate profit he made that month.

We enter upon our sales tickets the price sold for and cost of each item. We know approximately every night how much each man sold and how much he made, but this does not have anything to do with his profits. They are determined after the annual inventory is taken, as stated before.

I do not charge interest upon my investment, the interest is in the profits. If no profits, no interest. The business pays depreciation on fixtures and merchandise. It pays insurance, income tax and all other taxes, rents, interest on borrowed money, lights, water and every kind of expense that is necessary for the conducting of the business.

My profits are to be as clean as theirs, and they are all paid cash who want cash. After they are paid, the directors dispose of the remainder of the annual net profits as they deem proper, usually pay a ten per cent dividend and the balance goes to surplus and undivided profits.

Profit sharers may or may not own stock in the business. That is optional with them to buy if there is any for sale, but that does not enter my plan at all. If a man owned ten thousand dollars of stock in my business it wouldn't get him a job with me, unless he was qualified. The only time money is a qualification for a position with me is when we open a branch store. Then I want him to put in one-fourth or one-third, but not half the capital. He receives his salary and 5 per cent profit as a profit sharer, and his interest in the dividends of that business only. The remainder of the profits go to the parent house and shared by the profit sharers there, because they look after the branch store the same as the parent store.

No, this plan has no bad effects upon the salaried employes, because they know the profit sharers are partners and they are employed by them. Our profit sharing agreement is written up in the minutes of our annual directors' meeting each year and we all sign it.

In the seventeen years I have had altogether nine profit sharers. One died, four have gone into business for themselves, and four are with me now. One of them has been with me the full time of seventeen years, and the others twelve, eleven and six years respectively. My first year's sales in 1896 on a capital of $775 was $6,500. Eight years later my annual sales reached $100,000. Then I adopted the profit sharing plan and the past year our sales have exceeded $500,000.

It is hard to estimate what a good organization of live men can do, but a one man merchant is like a one man farmer—he has limited possibilities. If I had only one clerk, I would divide the annual net profits with him. This plan can be applied to any mercantile line. You determine the percentage you will pay and make other such changes as are necessary to suit your business, but under no circumstances would I take a man in as profit sharer before trying him out thoroughly and knowing his past record to be good.

NAVY SECRETARY WAS BUCK PRIVATE

When the United States entered the World War, a big, heavy set man walked up to a recruiting desk on the streets of Detroit and held up his right hand.

"Swear me in as a marine!" he said.

"How old are you?" asked the recruiting sergeant.

"Forty-seven," was the answer.

"You are too old," said the sergeant. "What do you want to enlist for?"

The man smiled.

"The country needs men," he said. "All cannot begin as officers. I am ready to be a private."

This man was Edwin Denby, attorney-at-law, president of the Detroit Board of Commerce, but at that time unknown to millions of his fellow Americans. Today he is Honorable Edwin Denby, bearer of the portfolio as Secretary of the United States Navy and rated "a full man's man" by his former associates of the marine corps.

It took special arrangements at Washington to get Mr. Denby into the marine corps. It took waivers of his age, his weight, which registered 254 pounds, his height of 72½ inches, and his married status. But he made it through the guidance of Brigadier-General George Barnett, now in command of the western department of the marine corps. From then on Denby became a marine, heart and soul.

Mixing concrete, unloading lumber and carrying oyster shells were some of his daily acts of routine. At Paris Island, S. C., he became a lecturer on corps morale, but never for a moment overlooked the fact that he was "one of the bunch."

"Denby could hit a bull's eye at 1200 yards and mix with any buck in the regiment," says Ben J. Cope, newspaperman, who served with him during the World War. Denby went to France in July of 1918, where he was stationed as an observer on the western front. He returned covered with high honors to become a marine corps reserve major.

"He could outwork any two men and do more smiling about it than six others," Cope declares, summing up the new secretary of the navy as a big man who will always remain a "buddy" and a "regular fellow."

A head full of knowledge is like a full barrel: Not of much use until it dispenses its contents.

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How Strong is a Contract?

During the last few months an entirely new interpretation of contract obligation seems to have been assumed by the business world. After the model of Belgian neutrality, a contract has become in many instances a scrap of paper, breakable at will. Sometimes one party is bound to conscientious fulfillment, or both parties may defer.

Is it that the business world has outgrown contract form with its supposedly binding obligation, or has the moral and ethical standard of present-day business degenerated and weakened? At any rate, contracts seem to be sometimes only scraps of paper, to be made and broken with equal ease by the giver or the receiver.

The following extract from a recent bulletin of the Fabricated Products Department of the Chamber of Commerce of the United States throws an interesting sidelight on this subject. This report was on the special subject, "Cancellation of Orders and the Repudiation of Contracts," and followed a general investigation of the matter.

The so-called "Cancellation Evil," which seemed to have broken all bounds in most lines of trade, has received much attention.

Opinion seems to group under three heads:

First: That it is the result of war time irregularities and will pass as we return to a normal basis.

Second: That we are now reaping the results of the loose business practices inaugurated before the war, when many lines were in a state of overproduction and the measures taken to unload this surplus was demoralizing. Those entertaining this belief feel that the remedy is in a general reformation of our system of order taking, making each order a contract enforceable by law.

Third: That we have been drifting away from the fundamentals of sound business and the "Golden Rule," and that we must return to a stronger belief in the rights of others and a higher regard for our own integrity if the change is to be permanent.

A Serious Matter

Earlier when cancellations began to trickle in they were almost welcomed by those having more orders than production, but as prices began to crumble and the tide of refusals to perform set in, the seriousness of the situation was manifest, for it brought with it a curtailment of production in lines which had not reached the volume of normal requirements.

The retailer cancelled to the jobber and wholesaler; they in turn to the manufacturer, and he to those supplying his raw materials—a literal "passing the buck" and shirking of responsibility, regardless of consequences. Sellers had encouraged buyers by misleading paternalism in assuming many of the natural responsibilities inherent to their customers' functions as merchants. "We will take care of you," or "you may return the goods" are examples of some of the undermining factors when the pinch came. Everybody seemed to be doing it and it was by no means confined to the weak. Houses of more than ordinary standing permitted their buyers to get rid of their responsibility.

It is said "big" buyers coerced sellers by threatening to cut off future purchases if contracts were enforced. Last but not least, it is claimed that banks favored cancellations as a rapid means of house cleaning and bringing business back more quickly to a normal state.

If the latter conclusion has any merit, the fact should not be lost sight of that somebody paid the bill, for between May and November the failures both among manufacturers and merchants increased.

Thing Must Not Happen Again

The Credit Cooperative and Credit Methods Committee of the National Association of Credit Men has met twice to consider the problem. There seems to have been a dulling of public conscience. Should one who habitually repudiates his contracts and orders be given a higher credit rating than he who lets his notes and drafts go to protest? They also feel that one remedy, and as a safeguard against the unscrupulous, would be that each line of trade should at once examine its contract making and order taking methods to bring them strictly within legal lines. This is practical and can be immediately applied.

Pride in Your Firm's Integrity

We feel, however, that perhaps the most effective remedy must be the one that will call us back to "first principles," to where we can "point with pride" to our house as one that "fills its orders and keeps its contracts." There are many in all lines who have through all this upheaval stood steady and right—preferring to take loss rather than mar a lifetime record of good performance.

The advertising men redeemed their line from discredit by standing for "clean advertising"—it meant a loss of business and money to those who pioneered it, but the fight was won and it paid. What shall the "slogan" be that can be used in a countrywide campaign to clean up unjust cancellations, broken contracts and bad faith? We will have one, but you have an opportunity to suggest it now.

Before we legislate for the other fellow, let there be a pause for self examination. Will we do what we expect our customers to do? The department in this matter feels it is representing the best interests of the chamber membership in placing this situation before them and asking direction. There is no patent remedy, but out of the wisdom of many we shall find the right way.

How shall we act for you?

FABRICATED PRODUCTION DEPARTMENT,
E. W. McCullough, Manager.

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Reaping a Harvest with the Wooden Hen

How Incubators May Be Made Profitable in the Off-Season

RAISING a family of chicks by means of a wooden hen may not be a vocation lightly chosen by everyone, but it is a business that can easily be on the paying basis and one that should be encouraged by every hardware merchant in the West.

The hardware store is the ideal location for a profitable stock of incubators, brooders, poultry netting, nests, drinking fountains and poultry supplies of all kinds.

The incubator business comes at the time of the year when other lines are slow. Salespeople who might otherwise be comparatively idle or possibly laid off until a busier season are thus given an opportunity to keep a keen edge on their salesmanship tactics.

The Bunting Hardware Store of Kansas City finds the incubator business a good line to carry and cleans up on it every year with a pleasing list of sales.

The methods followed by this big store to secure business are simple, easily followed by hardware merchants in every town, no matter how small the population.

Standard Machine Stocked

The machine is one that is guaranteed by the manufacturer and therefore can be safely backed by the retail dealer. It is a machine that is guaranteed to hatch every fertile egg, and if one does not believe that that is a good selling point they are mistaken.



LUCILE MacNAUGHTON

Advertising Manager of the Bunting Hardware Co., Kansas City, has again favored us with one of her suggestive, illuminating and helpful articles, telling how her company features incubators in the dull season. Here are suggestions aplenty for the open minded hardware merchant.

Every salesman and woman in the housefurnishings department—in which the machine is sold—is made thoroughly familiar with the machine. They have every sales point at their finger's ends, and are thoroughly conversant not only with the selling qualities of the machine, but the producing qualities and can tell the customer exactly what the machine is capable of doing; what results may be obtained by proper use and careful following of directions. Many of these points are gleaned from their own use of the machine, as many of the salespeople are so situated that they can own and care for an incubator and chickens.

Practice What They Preach

They have been raising chickens for a number of seasons and know that if the directions of the manufacturer are carefully followed, there is every chance to win and very little opportunity to fail. The machine is guaranteed to hatch every fertile egg, so if the eggs are carefully chosen, candled and watched, and the infertile eggs discarded after they have shown no signs of development, and directions closely followed, a perfect hatch is bound to result.

The window displays must be good, so the Bunting store has a window each season. This window is decorated with the different sizes of machine, the two styles of brooders carried, the different equipment carried, such as egg candlers, lamps, poultry wire, and window trims furnished by the factory. The most artistic effect is achieved by the dozens of little downy, yellow chickens carefully placed to secure a good effect. The little chicks are not alive, but the kind that may be easily secured at a dime store. They attracted considerable interest and surely produced a very pleasing effect.

The advertising method decided upon is to place a small notice in the classified poultry columns and to alternate with a display advertisement showing a cut of the incubator.

Follow Up Factory Lists

Lists of names are sent to the store from the factory of people who are prospective customers. These are carefully followed up by the Bunting store. The salesmen call the people up and invite them in. Circular letters are sent out at intervals and descriptive literature and catalogs are mailed to every name of a prospective customer that the Bunting Hardware Company is able to secure.

One big selling feature of the advertising campaign of the Bunting store is the fact that chickens are raised right on the floor. The housefurnishings department is the one which handles the incubator sales. It is rather a dull season for this department, and so a space is cleared where there will be ample room to

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show the different sizes of incubators, the brooders and all the necessary appliance and equipment. The brooder hover is attached by a rope to the ceiling so that it may be raised and lowered at will and the customer shown with what ease it may be handled and the floor space beneath cleaned when necessary.

During the season several hatches of chickens will be raised. High grade eggs are always secured. They are carefully tested, and every precaution taken to secure a perfect hatch.

Several Broods Hatched in the Store

The customers coming in are very much interested in seeing the eggs in process of incubation. They are allowed to watch the eggs being turned and cooled morning and evening, and when the chicks finally begin to come through the shell, the sight of the lively little fellows arouses considerable enthusiasm.

A great many people will be in who are not particularly interested in raising chickens. If they have thought about it at all, they probably think it is too much work, or too uncertain in its results, and these people very often are the ones, who, when they see how very simple chicken raising can be made to be with a mechanical hen, brooder and other necessary equipment, step right up, ask a lot of questions, and finally order the equipment sent out.

The display is placed so that all customers visiting the housefurnishings floor cannot help but see it, and seeing it many of them are attracted by it, and sales result.

Capacities From 50 to 1000 Eggs

All sizes of incubators are carried. There are the little 50, 100 and 250 egg incubators for the small lot man, and then there are the big incubators capable of holding 600 or 1000 eggs, suitable for the farmer or for the exclusive poultry raiser and dealer.

The incubator business is something that belongs to the hardware dealer. He should make every effort to secure it and not let incubator purchasers be enticed away by the seed man. The Bunting store keeps incubators on the floor the year around and the public is not allowed to forget that this store handles them, and not only handles incubators, but handles a patent



Miss McNaughton is responsible for the Bunting Hardware Co. line of attractive advertising.



There is a wonderful opportunity for merchants in small towns as well as large cities to profit by the sale of incubators. There are always hundreds of families in the suburban and outlying districts who are potential customers for incubators.

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that is guaranteed by the manufacturer to hatch every fertile egg, also that this store has the exclusive agency of the machine which they carry.

The Bunting store prides itself on good salesmanship. The men and women understand their lines so well that they are able to answer any reasonable question the customer may ask. They do more than that, they encourage the customer to ask any question they like about the merchandise they are inspecting.

The big idea that this store has in mind is to secure satisfied customers, as the satisfied customers bring and hold trade.

A certain amount of service is of course included with the article of merchandise sold, but this store makes it a point to have the customer pretty thoroughly understand the machine that he is buying so as not to have to send men out from the house all the time on adjustment and repair claims.

Carry Complete Poultry Outfit

It is good merchandising to carry a complete outfit for the poultry raiser, so that he may purchase incubator, poultry wire, brooder, nests, drinking fountains, food supplies, etc., and not have to shop from store to store to secure his list of necessaries. This pleases the customer, as he likes to have the entire outfit sent out in one lot and not have to take the time and trouble to shop around to secure what he needs for his motherless brood.

All in all, raising chickens is not such a difficult task if one is properly equipped. It is not necessary to buy an entire barnyard to start. No chickens at all are necessary; just good eggs and a good incubator.

Let Mr. Customer consider the price and the rarity of real fresh eggs, the high cost of tender young frys, then sell him an incubator.

The incubator business is profitable for both hardware dealer and poultry raiser, and they should both be encouraged to buy and sell and let the incubator season bring forth valuable fruits.

OPPORCHUNITY

"Opporchunity knocks but wance at every min's dure.
On some min's dures it hammers
Till it breaks down the dure
An' then it goes in and wakes him up
If he's asleep.
An' ever afterwards it warruks for him as night watchman.
On other min's dures it knocks
An' runs away.
An' on the dures of some min it knocks
An' whin they come out
It hits them over the head with an axe.
But ivryman has an opporchunity."

—Mr. Dooley.

SOCIAL JUSTICE FOUND IN BUSINESS

Business men are often afraid of books written by professors, but Thomas N. Carver of Harvard University has a book entitled, "Essays in Social Justice" in the reading of which any business man will find himself quite at home.

In case you don't find time to read the book, here are a few samples of what it contains:

Individuals come more nearly getting what they want from business men than they do from politicians and government agents.

Industry was democratic long before government became so, and moreover, industry is today more democratic than any government on the face of the earth, even though the ballot is not used in industry.

Under proper government direction and control, men are led as by an invisible hand, to promote the public interest while trying to promote their own.

The question (to be answered in considering socialism) is: Does the average man when he votes spend his vote as intelligently as he does his dollar when he buys products or services?

We have heard a great deal of preaching in our day regarding the idolatry of wealth, of the worship of the almighty dollar. We have heard apparently little of the worship of the almighty ballot, and yet of the two forms of idolatry the latter is not only more vicious but more silly.

Of all forms of human conflict, economic competition (business) is the highest.

When two farmers compete with one another in producing corn, more corn is likely to be grown as the result of that competition. When two candidates compete for a given office, the time which they spend in campaigning is wasted—it produces nothing.

The dollar is less likely to be influenced by class prejudice or race hatred than the ballot.

The social problem of the future is to work out a system under which all the people may, without constraint or oppression, each one remaining the master of himself, live on a high level.

A wide reading of Benjamin Franklin's Poor Richard's Almanack would do all classes infinitely more good than the most careful study of all the socialist books in existence.

If all positions were political offices, as they would be under universal public ownership, the cost of filling these offices by the methods used in government would soon bankrupt us.

GOSPEL OF QUALITY

Harping on low prices attracts the cheap and usually unprofitable trade. Preaching the gospel of quality, the desirability of quality merchandise, attracts the better trade, the trade which is willing you should make a reasonable profit—without haggling.

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Why Tolerate "Loafing" Goods?

THERE really isn't much difference, so far as earning capacity is concerned between your hundreds of dollars' worth of stock lying idle on a shelf and hundreds of dollars lying idle in an old sock.

No sensible person would tuck away several hundred dollars.

So how about the merchant who permits four or five hundred dollars' worth of goods to lie on his shelves for six months or a year; isn't it just the same as money?

Just take a look at your shelves today and if you haven't got a lot of stock tucked away that hasn't moved for six months or more you are one of a comparatively few exceptions.

There is no reason why either you or any other merchant should give storage room to merchandise that is not in sufficient demand to pay for its keep.

If every merchant could walk around his store with a lot of tags; if he could put a tag on every shelf and bin and counter that had a different kind of goods; if he could write on that tag the exact amount of profit each shelf made for him, what do you suppose he would do then?

This is what he would do and say: "$971.20 for that measly little corner up there; $9.60 for this big space here. There's certainly something wrong here."

Big business houses have put such tags on labor costs, on floor space, on each department, and that's the reason for the efficiency of modern industrial plants. The elimination of dead stock, Mr. Merchant, is one of your big problems.

Then another phase of the same discussion as the loafing merchandise is the loafing clerk. If you found an employe loafing on the job you certainly wouldn't offer to pay his room rent and then furnish him heat and light as well.

Still we know that a great many dealers are doing almost the same thing with certain lines of their merchandise that are not more profitable than loafing clerks. A clerk is engaged for no other purpose than to earn new profits. You certainly don't keep him just for ornament, no matter how well groomed he may be. It is just the profits you are after.

Just stop to think for a moment. How much difference there is between a shelf full of slowly-moving stock or stock that does not move at all, and the store clerk who is loafing on the job.

Both are brought into your store to earn profits and both have refused to do it. Is there really any difference between the two, so far as their money value to you is concerned? Surely not!

The keen and successful business man would dismiss the loafing clerk just the same as would you. But he also would round up the loafing merchandise—mark it down, even below cost, if necessary, and send it flying out of the door.

He soon would have in place of the shirking clerk one who was worthy of his hire; one who would be willing to earn his profits. In place of the loafing merchandise he also would fill his shelves with that which was in real demand—the merchandise that made quick sales and really was worthy of the space it occupied.

Poverty is a crime if you're not doing your best to overcome it.

SUCKSESS SEEKRETS

It's Awful Hard to Get a Start, But Onst You Get a Real Hambition for Sucksess and Nuthin Can Stop You



Onst there wuz a clerk who got his eye on a girl. He sed to hisself, "She's some Pippin." Not long after he bought a Wring, an' she wuz tickled to peaces to wear it.

Then, the clerk sed to Hisself, "I gotta hed toward bein' the Boss of a bizness some time. I can't marry an' raise a fambly on a small clerk's pay.

Makin' up his mind wuz the first step towArd actually bein' what he had set out to make hisself—the hed of a bizness.

The next thing he did wuz to take more Interest in everything about him, an' learn the How an' Why an' When. For he sed to hisself, "When I get to be Boss, I gotta know."

Next, he begun to read his traid papers, an' to spend his spare time studyin', an' whenever he got the chanst, he talked with Folks what knew more than he did. But he let them do Most of the talkin', while he Listened.

One day he sed to hisself, "I used to go around with the felloWs a lot, but they spend money, an' most of 'em expect to keep rite on bein' clerks. Looks like I gotta learn to go alone part of the way. Never mind, Marie and I will be Ridin' in A automobile sum day."

Sew, the fellow who had been a clerk learned How to be a reel stoodent in Life's University, an' before long he wuz a Manager, then a partner. But land sakes Alive, that wuz five yeres ago. NOW he's BOSS of the biggest stoar of its kind in town, an' he has the respec' of everyBody.

It is all because he took the First Step of makin' up his mind to be A Boss. Some steP that!

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Customers' Faces Expose Their Minds

Enterprising Sales Manager Charted Head and Face Types So That Sales Force Could Analyze Customers

THIS is not a theoretical preachment on the psychology of salesmanship. It is simply a humble attempt to describe a simple and effective plan used by a number of successful merchants to aid their salespeople increase sales and make friends for their employers.

After all, the man who sells is like the man who sits at a desk and pounds out advertising copy for newspapers, periodicals and billboards. Before he writes copy around a certain product he first studies the class of people the advertising copy is to be read by, and then he talks to that particular class of people. Often he arranges to reach different groups through different channels or media.

Several weeks ago a prominent newspaper editor addressed a gathering of advertising men and sales managers. His address was of particular interest because the newspaper editor bears a reputation for writing editorials that are read and believed by millions of people. Here is part of what he said in his address:

"There are five points every advertisement must make if it is to be effective. It must be seen; it must be read; it must be understood; it must be believed, and it must make the reader want what it talks about."

That is all very well, but it must be taken into consideration that advertisements are seen differently by different classes of people; that words and illustrations are read by people of varied degrees of intelligence; that they are understood in a thousand and one different ways, depending on the mental make-up of the reader.

Shortest Route to Complete Sale

The retail salesman should be a good judge of human nature, and his success will depend on his ability to size up the prospect and talk to him, so that his sales talk will take the shortest route to a complete sale.

A certain advertiser found that the advertising copy prepared by his copy-writer generally missed fire. He wanted to know the reason. Following an investigation he came to the conclusion that the copy-writer had failed to visualize the classes of people who were to read the advertisements.

So he asked an artist to draw up a series of pictures of various types of customers of his products. And now, when he wants to launch an advertising campaign, for instance, in the farm journals, the copy-writer has before him a picture of a typical farmer—the "show me" type of fellow—if the product happens to be one that is being placed on the market for the first time, or otherwise as the case may be.

Understanding Types of Customers

This idea can be worked to even better advantage by the retail merchant, and how one concern in particular made use of it recently came to the attention of the writer.

"We felt that our salesmen could increase their selling efficiency by a better understanding of types of customers," the manager of the concern said. "We had to find a way to train our salespeople to visualize their prospects.

"I got to work and drew up an outline for a course of training. I studied different classes of people from the point of their mentality and temperaments. From other sources I learned that you could very often determine the mentality and buying temperament of a customer by a study of his facial appearance.

"I then got up a chart containing photographs of just five types of men. These five men represented different mentalities, as judged by their facial appearances. Under each photograph I wrote in the facial description and just how these details explained the kind of a customer each man was.

Faces as Indicating Minds

"The first photograph was that of a man with a large, well-developed lower forehead right over his eyes. The second was that of a man with a large well-developed upper forehead. The third picture showed a man with a large, well-developed top head directly over his ears, with firm jaw and prominent chin. The fourth man had a very wide head, while the fifth man carried a very full backhead.

"I got together with my salespeople one afternoon and showed them the chart. I told them that they could tell just what kind of customers the five men were by looking at their foreheads and jaws.

"For instance, I explained to the salespeople that should any of them be confronted by a man with a large, well-developed lower forehead, the best thing to do is to show him the goods and avoid and arguments. That kind of a man wants to be shown. He is of a quick temperament, and therefore the salesman must maintain a very calm demeanor throughout the sales process. All you have to do is answer his questions.

High Brow Is Calm and Logical

"Quite different tactics must be employed when the salesman is confronted by the man with a large and well-developed upper forehead. He is of a calm and judicious temperament. He

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wants facts handed out in logical order. There is no use making an emotional appeal to that kind of a man. It may be that after you have exhausted your arguments he will leave without making a purchase, for the simple reason that he has weighed your arguments and has a very good reason for not buying.

"The other extreme is the domineering man. You can tell him by his large tophead, directly over his ears. He has a firm jaw and prominent chin. He is always right, and if you tell him that he is wrong about the quality of the merchandise you are showing, you may as well lose your hope of completing the sale. The thing to do is to maintain a calm demeanor, and let him know that you consider him correct in his statements. You must be very tactful in handling that kind of customer.

Full Backhead Shows Emotion

"You must also employ considerable tact with the man who carries a very large, full backhead. You can easily sell him something by making an appeal to his extreme fondness for flowers, music, art and children. He is almost effeminate in his manner. He may appear to be an easy mark, but he is the man who will take your word for it when you make the proper appeal to him, but when he finds out that you have fooled him, you might as well lose hope of ever selling him again.

"Another type of customer is the man with the financial mind. He carries the appearance of a banker, and although he is well dressed and rides around in an expensive car driven by a fur lined chauffeur, he will buy where he can secure a close bargain. In trying to sell him something you must stress the price as much as possible and convince him that he is getting the goods cheaper than he could elsewhere. You can tell him by his wide head.

Comparing Notes on Customers

"Of course, these five types do not represent the entire gamut of humanity, but since I let the salespeople study the chart, they often stand around it in groups, and they have made a practice of studying their customers from day to day. They now compare notes with each other on how they handled a particular customer and how they succeeded in sizing up his buying pecularities.

"They have learned to talk to their customers, and they try to know their man when they see him, instead of attacking him in a haphazard manner."

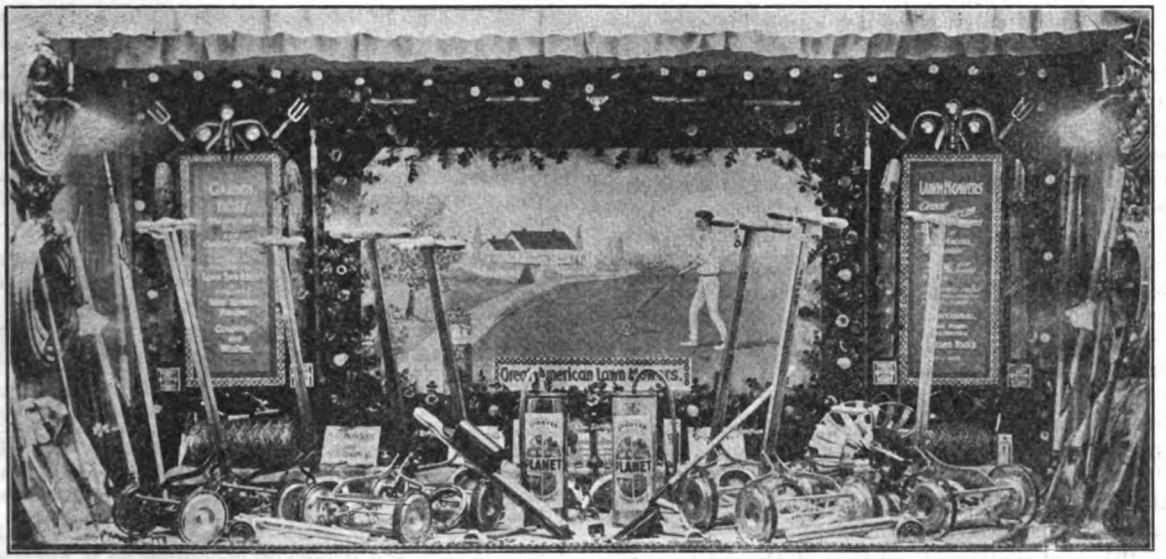
YOUR FAILURE IS WITHIN

Hard Luck! you say, because you failed to win.
No luck about it—failure lies within.
The luck that made you lose the race you ran
Was that you didn't know the words "I can."

Hard Luck! you say when, after you have fought,
Another carries off the prize you sought.
No luck about it—you will lose until
You learn the meaning of the words, "I will."

Hard Luck! you say. What kind do you deserve?
When every obstacle has power to make you swerve.
Stick to your course—forget to heave that sigh:
He conquers who says earnestly, "I'll try."

—Emil Carl Aurin.



Here is another of the attractive sales windows made by John Hardy of the Honeyman Hardware Co. The scene in the background adds to the effectiveness of the lawn mowers and garden tools featured in the display. While everyone knows what a lawn mower is for, the sales value of this window is distinctly enhanced by this suggestion.

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DRAWING A NON-CANCELLABLE ORDER OR CONTRACT

(Copyright by Elton J. Buckley)

The Cleveland (Ohio) Chamber of Commerce has issued the following statement on the question of cancellation of contracts and orders for merchandise:

The tendency on the part of many buyers to cancel orders or repudiate contracts has assumed alarming proportions and has created a serious business situation.

Contracts that protect only the purchaser are a menace to business stability.

The purchaser has not the right to demand nor expect prompt delivery, or price guarantees, according to contract, in a rising market, if it is his intention or habit to reject goods when prices decline. Such a practice will rapidly destroy the fidelity of the contractual relationship upon which our economic structure stands and will bring about a serious business disarrangement with every decline of prices.

It is suggested that every manufacturer immediately examine contract making and order taking methods and arrange to incorporate into written contracts a frank stipulation with regard to cancellations. All contracts should be brought within strictly legal lines.

Buyers who repudiate their contracts will soon be considered to be lacking in business integrity and undeserving of confidence. The effort of such buyers should be deprecated by the entire community.

A great many business organizations are working on this problem of cancellations, and they all seem to be after one thing, viz.: To draw a contract which will prevent what has been happening all over the country for the last six months, viz.: The repudiation of orders for goods, chiefly on the part of buyers because the market has gone down.

Most of the discussion on the subject seems to be based on the theory that drawing an uncancellable contract is a difficult thing. On the contrary, it is the easiest thing in the world. As a matter of fact, every contract or order would be non-cancellable (unless it contained a clause specifically allowing cancellation), were it not that so many business houses had allowed free cancellation in the past. A contract or order which says nothing at all about cancellation is not cancellable—unless the parties have so dealt together that the right to cancel is read into every order or contract entered into between them.

Even where such a course of dealing has been had, however, it is the easiest thing in the world to draw orders or contracts which shall not be cancellable. All that is necessary is to include a clause, "This order is not subject to cancellation by either party." It is questionable, however, whether the seller would agree to this, because he usually likes to have a clause in his orders which reads something like this, "This order is subject to strikes, or fire, or shipwreck, or any other cause beyond the seller's control."

I might observe here that if the seller wants the contract absolute as to the buyer, he should agree to make it absolute as to himself. It would be most unfair to put a non-cancellable clause in an order for merchandise, to bind the buyer, and at the same time put in a clause such as I have described to let the seller out.

A large number of cancellations which have occurred recently, even though they were illegal, left the seller with little or no remedy. That was because they were not made on account of a market decline, but because the buyer didn't have the money to take the goods. Where a cancellation is made because the market has declined, the seller has a remedy—he can sue the defaulting buyer for the difference in value. But where cancellation is made and the market has not declined, while the seller can still sue, his damages would have to be nominal, because strictly speaking, there haven't been any damages. The goods are worth exactly what they were when they were sold. Sellers have therefore attacked this problem: How shall I make the contract non-cancellable and at the same time make it cost the buyer something when he cancels goods which have not declined in price. Some have sought to do it by including a clause that if the buyer defaults he shall pay 20 per cent of the amount of the contract. In another article I have explained that I did not believe this clause could be enforced, because it sought to penalize the defaulting buyer for his default. This the law will not allow, for it only awards actual damages in such cases, and where there haven't been any, nothing will be awarded. How can this difficulty be gotten around? There is no way that I know of, in the contract itself. The same result might be accomplished by letting the various sellers in a given field enter into an agreement to require payment in advance or not to have any dealings at all with concerns who unfairly cancel their contracts. Would this be legal? I have not the slightest doubt of it.

EASY PAYMENTS

"What's all that noise and dem gwine on ovah at you' house last night?" asked an old colored woman of another.

"Sounded like a lot of catamounts done broke loose."

"Dat? Why, dat was nothin' only de gemman from de hardware store collectin' his easy payments on de stove he sold."

They say this wood alcohol makes a fine week-end drink. You drink it on Tuesday and your week ends right there.

TEMPORARILY OUT OF BUSINESS, BUT MUST HAVE HARDWARE WORLD

Enclosed find renewal of our subscription to the HARDWARE WORLD. I did not realize that my subscription had expired, but the HARDWARE WORLD is such a good publication that I cannot afford to drop it, even though I have discontinued business for the present.

I find so many articles of real literary merit, as well as helps and salesmanship pointers as to buying and market tendencies, that I want to keep my subscription ahead.

Iowa. C. B. LeBARRON.

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Suggestions for Selling Hammers

STEEL must be of the proper quality.

The head and peins (or claws, if it be a nail hammer) must be properly designed to give maximum utility for the purpose intended.

The tempering must be done with the utmost care to enable the tool to withstand hard usage.

Handles must be properly proportioned and of high quality.

The tool must be so balanced that it will do the most work with the least energy.

Forged From Bar Steel

All high grade hammers are forged from bar steel, although different manufacturers use different methods of forging. It cannot be said that a certain grade of steel is most suitable for hammers as they are used for different purposes and different grades of steel are therefore used in an endeavor to obtain the best results for the particular class of work for which they are intended.

Also manufacturers differ in their ideas as to the best steel. It may be safely said, however, that all of the larger manufacturers use high grade steel and produce hammers of excellent quality.

As a concrete example of the necessity for different steel, we mention two common hammers—the nail hammer and the ball pein machinists' hammer. The nail hammer is used for both driving and pulling and requires steel possessing great tensile strength, as well as toughness. The machinists' hammer is used only for driving and the steel must be tough but need not possess unusual tensile strength.

The process of making may be compared to making bread. Every housewife knows that the dough must be brought to the right point by kneading—it must neither fall short or be carried too far.

The same condition applies to working steel. Naturally, each manufacturer claims his is the superior method. A maker using the drop-forge process is apt to claim that the slow press-forge works the steel too much, while the press-forge man is apt to claim that drop-forging does not work it enough.

It is not for us to say that this or that method is the best for our fund of scientific and technical knowledge relative to steel formulae and forging processes is too incomplete to permit of such deductions. We must buy and sell the product on the strength of visible points of superiority and trust largely to the verdict of the user, which, in the final analysis, is the only real test.

The Shape of the Hammer

A number of points are considered in an endeavor to obtain the most suitable shape, all having for their object, increased utility. We will touch upon these as applied to the nail hammer, as it is the most intricate in design.

The bell-face nail hammer is the design most universally used and by reason of the convex face, bruising of the wood is largely avoided. Nail hammers with a straight face (that is, the face is flat and not convex) are also made but the demand for them is limited; so much so, in fact, that we no longer carry them.

Very careful attention is paid to the bend of the claw and the angle of the claw, to give maximum pulling power. The claw also has an outside and an inside bevel, carefully finished, to give a firm grip on the nail.

The octagon pattern as applied to hammers is merely a popular and attractive shape—it adds nothing in the way of utility.

Giving a Temper to Fit

The finest tools made from the best steel obtainable, may easily be spoiled by careless or improper tempering. Very slight variations in tempering heat will render the product worthless. The process of tempering depends upon the class of work for which the hammer is used and therefore varies.

The claw of a nail hammer is used for pulling and prying and is tempered accordingly. On the other hand, the head is used for driving and is given a different temper. The steel around the eye is left comparativly soft to resist the tendency to crystallize from continued use and to minimize the danger of breakages because of the small amount of metal at this point.

Treating the Handles

Second growth hickory is generaly used for hammer handles. The wood is thoroughly seasoned before being used, to prevent shrinkage or warping. Particular attention is paid to the design as it is essential that the tool has the proper balance or "hang." Handles are polished, then waxed or varnished to produce an attractive finish and to preserve them. As a means of readily determining the size of the hammer, most makers stamp the size or number in the end of the handle.

The above discussion applies generally to handled hammers, which are made in a great variety of sizes and designs to suit some particular purpose, or demand.

LEARN A LESSON FROM JONESBORO

"Make Jonesboro First! Every citizen should keep this before him—think it, talk it and write it. Don't knock! Jonesboro is one large corporation. We are all stockholders. Join hands and let's all pull together. Don't invest a dollar in a good cause and expect immediate returns. Keep pushing and success will be ours."

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"Problems of 1921"

(By Geo. H. Eberhard, President of the Geo. H. Eberhard Co, and Vice President of Evans & Barnhill, Inc.)

AT the recent convention of the California Retail Hardware Association, Geo. H. Eberhard delivered an address on the merchants' problems for 1921.

After referring to the much talked of readjustment in political, financial and social situation in Europe, and the general slowing down of business, he said:

As a general thing business men expect too much and do not appreciate what they have and can do now by proper effort and direction.

It would seem that financially business men have lost their perspective. They complain too much, they do not appear to have an understanding of what actually is here before them—the existing situation, as it were. It would seem that a few years of war time conditions have upset the standards by which we judge normal or ordinary business during times of peace. For an answer to the excuses business men give for stalling or avoiding the issue of extra mental and physical effort, I submit that none of the excuses are new or unusual.



Mr. Eberhard speaks from an experience of many years' close study of business and trade conditions. His views as to the problems of 1921, delivered at the recent California Convention, was most interesting and is deserving of careful reading.

As A. B. Farquhar in one of his articles telling of his 65 years' experience, says there never was a time—

(1) When the country, in the opinion of competent observers, was not going to the dogs.

(2) When the farmer was satisfied with the prices that he was getting for his product or said that he was making money.

(3) When the manufacturer and merchant were not complaining that what was needed was a change in the administration and a chance to let prosperity blossom.

(4) When the man who put all his brains and energy into his affairs did not make money according to the amount of brains and energy he had to put in.

(5) When the workmen as a whole got less money than their work was worth or when the good workman did not prosper and the lazy workman try some method other than work to get a living.

(6) When those who were happy and prospering did not make less noise than those who were unhappy and failing.

(7) When, excepting during the last two years, a man could make a good living using less than a normal amount of brains.

(8) When any resourceful and honest man, not a speculator, could not make his own business conditions.

To consider the problems of 1921, let us review some of the general aspects.

Commercially speaking, Europe is made up of three groups of nations:

(1) Those who are bankrupt financially and weak morally according to our standards—Russia, Hungary, Austria and Germany can be used as illustrations.

(2) Those countries with bad balance sheets, but good morally — Great Britain, France, Italy.

(3) Those of which we cannot judge, actively at war or badly upset—Turkey, Poland, Greece, etc.

The countries of South America can be classified as those with motoriums and with disturbed financial conditions and those without motoriums and with disturbed financial conditions. The Orient presents a situation of demoralized business conditions, even though the leading Oriental nation is in good financial shape nationally.

Throughout a great portion of Asia, Europe and Africa there is serious political unrest. Business generally is stagnant. We do not know the truth in this country. We do not realize the grave possibilities that can mature as a result of conditions existing in Russia, Afghanistan, Turkey, Egypt and Central Africa.

Our information as business men comes too often through newspapers which reminds one of Thomas Jefferson's statement: "The man who never looks at the newspaper is better informed than he who reads them, inasmuch as he who 'knows nothing' is nearer the truth than he whose mind is filled with falsehoods and errors."

The North American political situation with the exception of Mexico is more stable than most of the rest of the world. While much good can be said about Mexico and its new administration, it is far from stable, as we are accustomed to stability in the United States.

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Canada apparently is working out its problems to good advantage.

Thus far in this outline, I have said nothing concerning the possible influence of actions by the Federal Reserve Board or congress. If a policy is followed which results in further inflation, certain results of the depression may be postponed, but their consequences will not be mitigated.

On the contrary, if artificial means are adopted to maintain prices, wages and profits at a fictitious level, the fall will be the more precipitous when it does occur.

We have, first, the problem of the farmer, who in a sense has stopped buying merchandise. When he does buy it is as predicted last year—confined to merchandise which is absolutely indispensable and the more popular priced lines. Recent experience of Sears, Roebuck and Montgomery-Ward Co. have shown the most sudden and violent declines in their history. Frankly speaking, the situation is not as bad as it looks to the farmer or producer.

Much of the money he has lost was like much of the merchandise value lost, paper profits carried over mentally, and added to actual past profits made during the war boom. The farmer usually figures his price under his new bookkeeping scheme on the present values of his land and not on his investment.

Farmers are not generally (although they should be) good business men, their marketing situation is poorly organized, and nothing can be done quickly which will send prices up to eliminate the paper losses.

Expedients like the revival of the War Finance Corporation, will be disappointing, and much of the goods sold under these new foreign credit plans will not help the farmer and will cause Europe to buy things that it would be better off without. In California we have the problems of several thousand cases of canned goods unsold, the high cost of production, followed by decreases in price of grains, sugar, meat, cotton, etc., have all affected business both psychologically and financially, although the producers feel hurt on account of the above declines, rejoice in lower prices for sugar, coffee, rubber, silk etc., which hit the other fellow.

While a great improvement can be made in the production, care, handling and distribution of many farm products, the market for a long time to come will be, owing to the many forces that cannot be controlled, somewhat like the weather. You know Mark Twain once wrote: "A great deal had been said regarding the weather, but very little had been done about it."

Some of the most successful selling organizations now helping through associations to market products profitably will experience difficulties that will try their strength severely in the next few years

Let us discuss some of the individual lines of business—automobiles, agricultrial implements and tractors, etc. In spite of curtailed production, the supply will be more than ample to meet the demand during 1921. These will move slowly during the spring months and the demand should be for medium priced machines.

Iron, steel and hardware will show declines and readjustments with an improvement in the sales by the spring months.

Building construction will increase, but the total volume of building at present prices will be disappointing to the complainer but satisfactory to the real, active business man.

Lumber, paper, oil, gasoline are due to move downward. Present rates of profits and interest should decline if real progress forward is to occur.

The program for the sane business man during 1921 is to make sensible comparisons with business before the war and business today and similar comparisons of his community in all of its economic and social aspects, and he will find that he is better off and business is better. He must do business sanely and conservatively, because the tendency is downward. It must be—to become normal as we call it so far as prices are concerned. At that, the majority of business men in this room are better off than in 1913 and 1914. Few would desire to go back to those once good days.

With the inflation of currency and credit throughout the world, 1913 and 1914 prices and values cannot obtain. There will be freak instances, but comparisons must be made carefully or the business man will be disappointed. We are apt to weigh everything by standards of money values which are abstract things or markers in the game. The true values are those of life and living, of needs and desires.

Most financiers, bankers and business men are money bound mentally. They expect too much too quickly from their ventures. That is one reason why so many loose their poise, hair, teeth. From the day you're born, your life is passing from you—and life and business can be made a pleasant and interesting adventure if you will but assume a right attitude of mind. Leave something for the other fellow. Study "turnover" in business and back it with a cheerful attitude.

In spite of the optimists, Europe, with her colossal debts, her great armies, her class consciousness, her religious antagonisms, is far more of a menace to business stability today than a year ago.

Contrary to all predictions indicating the decline of the Bolshevik, that political institution seems to be stronger and maintains a menacing attitude toward all the rest of the civilized world that is frought with dire possibilities.

The average of all commodity prices during 1921 will remain comparatively low, with possible upturns, but it is doubtful if they will be able to go as low or stay as low as the buying public in most cases has been led to expect. Statisticians say that the cost of living is still up 100% above pre-war levels and that during the current year will show a 25% decline from the high point in 1920.

This does not indicate a very happy outlook for the much discussed plan of immediate labor readjustment to pre-war levels. However, good judgment can be used at once in cutting overhead and other set costs. The wage cuts should be small and made only after other items have been cut down or out.

Reasons for Chain Store Growth

I will again call your attention to the fact that the chain store business has had a remarkable growth during the past few years, not only in the number of new concerns entering that business, but also in the volume of business conducted by the existing established concerns. There are a number of reasons for this large growth. In the first place, these stores carry medium priced goods, or at any rate, goods that are calculated to sell at prices under those of the ordinary retail stores.

Second, they sell in any quantity desired.

Third, they are as a rule scientifically located.

Fourth, business is usually done on a cash and carry basis, which permits of a relatively small overhead and no risk of bad debts.

Fifth, these stores are managed in a way that insures a quick turnover. and, sixth, the volume of goods dealt in permits of buying in large enough quantities to induce substantial price recessions. By reason of these advantages, the business has been profitable and as a result competition is becoming keen.

Although profits in this business will undoubtedly shrink on account of the present business readjustment, with its accompanying lowering in the purchasing power of consumers, the outlook is relatively good. These stores have the advantage of dealing in comparatively low-priced goods at a time when people are hunting for bargains.

If careful attention is given to securing quick turnovers, and to giving consumers the benefit of any possible recessions in price, their profits should continue satisfactory. The outlook for this class of store is much better than that for ordinary stores, where the high overhead and methods of doing business are less favorable to profits. There is a business sermon in

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A group of earnest, successful business men, who are interested in Mr. Eberhard's address. The California Convention was the most helpful and interesting they ever held, and the merchants who attended it carried away with them many business-getting ideas and suggestions.

The group of four men at the right of the picture, reading from the right, are: President Gutman, President Campbell of the Southern Association, President Ludlow of the National Association, and Secretary Roy Smith.

the above for every hardware merchant in California.

Taxation does not often decrease, if history is a guide, but its character changes.

It is now believed that a gross sales tax of 1 per cent or more on business turnover will be passed in the special session after March 4, unless something unforeseen occurs to change the mind of the incoming congress. Passage of this tax will make it possible to do away with the excess profits taxes and greatly modify the present scale of surtaxes. Basic arguments for the tax on gross sales—of total purchases—rather than on profits, are:

1. It puts the burden on spending rather than on thrift.

2. It automatically collects and segregates the tax at its source and returns it to the Federal treasury direct.

3. It substitutes a definite and comparatively small amount on each transaction for a percentage, sure to be overestimated, determinable only long after the transaction has been completed.

4. It is honest with the real taxpayer.

There is another problem that appears worthy of consideration by merchants, as well as manufacturers. Capitalism has worked by virtue of two motives, the desire for profit on the part of the employer and fear of hunger and misery on the part of the laborer.

So long as the motive of fear was powerful enough to compel the worker to give his full efforts, the industrial system was productive enough to supply a surplus above the worker's minimum of subsistence. That surplus afforded the employers the profit they required. But with the progress of labor organization and the education of the workers to the facts of the economic system, it has become more and more difficult to exact from the workers their full potential contribution.

So much must be admitted: Labor, in the sense of productive power yielding a surplus above its own necessities of life, is at many points of the industrial system a wasting asset, just like the oil reserves of flowing wells. The willingness to work that was created where the relation between effort and its reward was immediate, may easily wear out under large scale industry. It is not difficult to prove historically that in old industrial regions this willingness to work has fallen away alarmingly.

Whether it is possible to check this tendency toward "declining efficiency" while still preserving the essentials of the system is a question which has seldom been raised by the orthodox economists. For the most part, they have ignored altogether the possibility of a general deterioration of labor.

I incline to the belief that proprietors, managers and employes work less and expect more each generation. It may be good, but the percentage of middle men to the number of real producers when analyzed startles the student who looks for facts, not just to defend the present system.

Think it over, and look at your own business from top to bottom. I will gamble it's not operating on pre-war standards, economy and effort. Of course, you can say we only live once. Sure—but don't kick if present effort and costs do not produce what you desire.

This is a rough patch-work of some of the problems of 1921. In closing, yet me again emphasize the value of planning, backed by the true knowledge and a real willingness to study both sides of each problem—to seek for facts—to not take the statements of the other fellow too seriously. The big fellow is not always as intelligent as he is presumed to be and there is nothing better if you keep in good mental, physical and moral condition than your own judgment backed by cheerful effort, economy, turnover and reasonable profits.

And do not overlook the value of interested and courteous service on the part of your clerks, effective window trimming and persistent advertising of your business.

ACCOUNTS FOR RAPID INCREASE IN POPULATION

Two young women were married to two Los Angeles hardware clerks. The one, a bride of a year, was pushing a baby carriage in which were three fine babies—triplets, all girls. The other one had been in the bonds of matrimony only two or three weeks.

"What beautiful children!" exclaimed the bride.

"Yes," replied the proud mother. "Let me tell you the funniest coincidence. At our wedding supper the boys who played with my husband in the orchestra serenaded him and they played 'Three Little Maids' from the Mikado. Isn't that queer?"

At this the bride turned pale.

"Mercy," she gasped. "At our wedding supper Tom's friends serenaded him also, and they rendered 'The Sextet,' from Lucia."

A good organizer or executive must have been a good detail man. You cannot run up the steps which lead to a good position two at a time without danger of falling.

Don't worry about having a poor job. Think over the big men in your organization and you will find a large majority of them have held pretty secondary positions first.

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CLERK OR SALESMAN

Don't be a clerk and sell goods to two-legged forms that come into the store. Be a salesman and sell ideas to thinking individuals.

To do this you must know something about human nature, and apply what you know individually in each case.

For instance, some people take great pride in their social standing or their business success. Suggest that the goods you are showing, or the use of these goods, will be quite necessary for people of their kind.

Other people are particularly interested in welfare work. In talking with them dwell at length on the betterment, not only of the individual, but of the neighborhood, the community and society generally through the use of your goods.

Still others are of an artistic nature. Point out to them the possibilities for harmonious and artistic effects through the use of the goods you are showing.

Every person has some certain thoughts about any subject that are uppermost in his mind, and if you present ideas that coincide with these thoughts you immediately get his especial interest.

Take Paint for Example

Know how to use the goods you are selling. For the benefit of newer salesmen just starting in the business—you couldn't be an expert finisher in a day, a week or a month if you wanted to. But you can learn a little more about the use of paints and varnishes every day, by devoting a little time each day to study, and by "puttering around" with various finishing materials at home.

Try to know the fundamental purpose for which any line of goods is particularly designed. Your message will then have real interest when you explain why these goods are especially adapted for this purpose.

Know the points of superiority of the particular line you are selling. Know the reason for each of these points and the advantage of each factor for certain kinds of service.

And more important still with many classes of trade, know the possibilities of the results attainable through the use of various goods in the line.

Observation and Willingness to Learn All That Is Needed

Learn a little about decorative goods, fabrics, curtains, draperies, wall paper, etc., as well as paint treatment. To people who are interested in decoration, talk about the things you know, "right off the bat," quickly and without hesitation, and you will soon get the reputation of knowing what you are talking about and being an expert in decorative affairs.

By taking a positive attitude you don't need to start an argument, and when you come across well posted people who differ with you, politely tell them there is always a difference of opinion on such matters, and several good ways of accomplishing the same result.

However, most people don't know very much about decorative effects and treatments, and they like to feel there is no uncertainty about getting something appropriate for their requirements, and absolutely correct as to prevailing style and fashion. Successful paint salesmen have learned that it pays and pays well to become thoroughly posted on the goods they are selling.

Use imagination in selling paints and varnishes to household trade. To the average property owner and housewife, cans of paints and varnishes, stains, enamels, white lead and linseed oil as they stand on the dealer's shelves are very ordinary and uninteresting. What appeals to the property owner and housewife is the things that can be done by using such materials.

DURABILITY IN PAINT

Paints are not as durable today as they were in historic times, partially because we are now using them in damp climates.

The Parthenon at Athens was colored originally. Disentombed Pompeii and Herculaneum show that the ancient Romans used paints. The pyramids and tombs of Egypt and of Mesopotamia have given us paint and color exhibits from 4000 to 6000 years old.

The ancient savages used paints and dyes. They made them comparatively durable, by adding grease to resist dampness, and vegetable dyes to hold color.

Today a paint is called upon to resist chemicals, dampness, wear, cold, heat, and ice, and in largely settled cities the air is charged with destructive chemical fumes. Therefore, we moderns have devised the mineral paints, the vegetable oil binder, and the silica-graphite components to resist wear and dampness. Exclude dampness and you get durability, and the imagined "electrolytic stimulators and determinates" and other such corrosive agents won't be able to get at the metal.

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BOYCOTT DECISION WHICH AFFECTS EVERY BUSINESS AND PROFESSIONAL MAN

(Copyright by Elton J. Buckley)

I think I should pay some attention to the just rendered decision of the United States Supreme Court in the case of the Duplex Printing Press Co. vs. the International Association of Machinists. The case involves principles which affect every reader of this article, whether he is a grocer, a doctor, merchant, or manufacturer, and forever puts an end to the outrageous secondary boycott, which was the plan used by strikers to involve innocent persons in their strike, and thus hasten its end.

The Duplex Co. makes printing presses at Battle Creek, Mich., and maintained an open shop, i. e., a shop which employed union and non-union men together. The International Association of Machinists decided it would unionize the Duplex shop and called a strike there, which was not altogether successful. Then it brought the secondary boycott to bear, chiefly in New York City, where a lot of Duplex presses were sold. The plan was to go to all sorts of people, users of Duplex presses, or people in some way associated with their use—even teamsters who merely hauled them through the streets—and threaten them with a strike against themselves unless they ceased to have anything to do with Duplex presses. From the report of the case I take the following, which shows what the union did:

> Warning customers that it would be better for them not to purchase, or, having purchased, not to install, presses made by the Duplex Co., and threatening them with loss should they do so; threatening customers with sympathetic strikes in other trades; notifying a trucking company, usually employed by customers to haul the presses, not to do so, and threatening it with trouble if it should; inciting employes of the trucking company and other men employed by customers of complainants to strike against their respective employers in order to interfere with the hauling and installation of presses, and thus bring pressure to bear upon the customers; notifying repair shops not to do repair work on Duplex presses; coercing union men by threatening them with loss of union cards and with being blacklisted as "scabs" if they assisted in installing the presses; threatening an exposition company with a strike if it permitted complainant's presses to be exhibited; and resorting to a variety of other modes of preventing the sale of presses of complainant's manufacture in or about New York City.

This had a much greater effect on the Duplex business than the strike, and the company went into court and asked for an injunction against the union on the ground of illegal interference with its business. The United States District Court, the first court that got the case, said undoubtedly it was a secondary boycott, which would have been illegal before the Clayton Act, but the Clayton Act permitted secondary boycotts. So it dismissed the case. Appeal was taken to the United States Circuit Court of Appeals, which upheld the lower court. This was the section of the Clayton Act which these courts thought permitted secondary boycotts:

> And no such restraining order or injunction shall prohibit any person or persons, whether singly or in concert, from terminating any relation of employment, or from ceasing to perform any work or labor, or from recommending, advising or persuading others by peaceful means so to do; or from attending at any place where any such person or persons may lawfully be for the purpose of peacefully obtaining or communicating information, or from peacefully persuading any person to work or to abstain from working; or from ceasing to patronize or to employ any party to such dispute, or from recommending, advising or persuading others by peaceful and lawful means so to do; or from paying or giving to, or withholding from, any person engaged in such dispute, any strike benefits or other moneys or things of value; or from peaceably assembling in a lawful manner, and for lawful purposes; or from doing any act or thing which might lawfully be done in the absence of such dispute by any party thereto; nor shall any of the acts specified in this paragraph be considered or held to be violations of any law of the United States.

The case was then appealed to the United States Supreme Court, which reversed both the lower courts, holding that the Clayton Act does not authorize secondary boycotts, which are an illegal restraint of trade.

Now right here let me illustrate how the secondary boycott, if it had not been destroyed by this decision, could touch the life and business of every reader.

A primary boycott, which all courts say is legal, is refusal to do business with Jones & Co. or with anyone else who has dealings with Jones & Co. A secondary boycott goes further. It goes to the customers of Jones & Co., and not content with simply refusing to do business with them, threatens them with strikes and boycotts against themselves if they do not cease doing business with Jones & Co. If the secondary boycott is legal, any of the following things could happen:

Unionized employes of Quaker Oats Co., let us say, are out on strike. John Smith, a consumer who eats Quaker Oats, is a manufacturer

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of hardware. The strikers could say to John Smith, "Stop using Quaker Oats or we will call a strike at your factory."

Or, George Brown is a retailer handling Quaker Oats. The strikers could say to the jobber who supplied Brown with goods, "Stop selling anything to him, or we will have your teamsters go out on strike."

Or, the employes of the Elgin Watch Co., out on strike, go to retail jewelers handling Elgin watches and ask them to desist. They refuse, whereupon the Federation of Labor calls a strike of the employes of the retail stores.

There is no limit to the ramifications of this thing. Take my own case. I am a lawyer in active practice. Let us say that I buy my office stationery from Williams & Co. The latter's employes go out on strike. The strikers learn that I am a customer and they say to me, "Stop buying from them, or we will have A, B, C and D, clients of yours and all members of labor organizations, discharge you as their lawyer. Or we will call off all the workmen from the house you are building."

Thus the secondary boycott, by dragging in wholly innocent and unrelated parties, enormously increased the effectiveness of the strike. If no restrictions could be placed on its use, it could win every strike brought. As the Supreme Court well said:

The extreme and harmful consequences of the construction adopted in the court below are not to be ignored. The present case furnished an apt and convincing example. An ordinary controversy in a manufacturing establishment, said to concern the terms or conditions of employment there has been held a sufficient occasion for imposing a general embargo upon the products of the establishment and a nation wide blockade of the channels of interstate commerce against them, carried out by inciting sympathetic strikes and a secondary boycott against complainant's customers, to the great and incalculable damage of many innocent people far remote from any connection with or control over the original and actual dispute—people constituting, indeed, the general public upon whom the cost must ultimately fall and whose vital interest in unobstructed commerce constituted the prime and paramount concern of congress in enacting the anti-trust laws, of which the section under consideration forms, after all, a part.

Complainant has a clear right to an injunction under the Sherman Act, as amended by the Clayton Act.

The court granted an injunction against the International Association of Machinists, ordering its members to cease doing all of the things which they had done in New York. There is no appeal, of course, and the business interests of the country are therefore relieved of a danger which was ever present, and which either meant catastrophe, or a weak and cowardly truckling to unionized labor in order to save one's own skin.

Wear a cheerful countenance, for nothing is gained by crossing your mental wires. In a little while you will grow so calm and poised that nothing can disturb your peace of mind.

HIRE OUT TO YOURSELF

(By Edwin Osgood Grover)

Some day,
When you feel gay,
And think you deserve a raise
For your valuable services,
I tell you what to do,
You put the shoe on the other foot
And hire out to yourself
Just for a day or two;
Put yourself in your employer's place
And keep tab on the work you do.
Let's see
You were late this morning.
Only ten minutes?
That's true, but whose time was it?
You took pay for it,
Therefore you sold it.
You can't sell eight hours of time
And keep part of it—
Not unless you give short measure!
Then, again, how about that customer
You rubbed the wrong way?
Not your funeral, you say?
Maybe, but you're paid
For building trade,
Not driving it away.
How about that work you had to do over?
You're not paid to be careless.
You're paid to do work well.
Not twice over,
But once, that's enough!
Then do it right
The first time you do it.
That's what you would do
If you worked for yourself.
Hire out, then, to a man named "You."
Imagine it's up to you
To meet the pay-roll.
Then see what a difference it makes
In the point of view.
Say, try it once
For a day or two!

WILL JOB BUILDERS' HARDWARE

The Builders' Hardware & Supply Co. has been established at 353 Ankeny St., Portland, organized by veteran hardware men to job builders' hardware to contractors for building. The partners in the new concern are Oscar Spliid and E. S. Minchin, both of whom have been with Failing & McCalman Co. for many years.

JOBBERS AND MANUFACTURERS CONVENTION

The Southern Hardware Jobbers Association and the American Hardware Manufacturers Association meet in annual convention at Atlantic City, New Jersey, May 11-13.

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Problems of a Small Store

To Have an Attractive Store, Conveniently Arranged Stock, Economical in Operation, Sales Bringing Windows, Is a Problem That Confronts Thousands of Merchants in All Parts of The Country

THERE is no problem more difficult that confronts the merchants in small cities and towns, or even in larger cities, where rent is high, than that of having a store that will present a neat and inviting appearance, that will take care of a large stock, and at the same time can be conducted economically and successfully. Where space is no object and rents are low, merchants are not confronted with such a vital problem.

We have often published photos of the installations with up-to-date fixtures and store arrangements to be found in all sections of the country, yet these are the exception rather than the rule.

Successful merchants now see the necessity for attractive store arrangement in displaying their merchandise and conducting their business efficiently and economically, hence our readers will be keenly interested in this series of photographs showing the rearrangement of a store with a frontage of only twenty-three feet.

23-foot Frontage Efficiently Used

The first photogrgaph shows the old arrangement, which is typical of thousands of stores in all parts of the country, but Mr. Hersee of the Venice Hardware Co. was not satisfied with the arrangement. Venice is a town of 10,000 people and Mr. Hersee is a progressive, up-to-date business man. In rendering service to the people of his community he tries to keep overhead expenses as low as can be consistently done and still give first class service. He carries a stock of approximately $25,000, and his reputation as a thorough hardware man is surpassed by none.

Hence he was in a receptive state of mind when Service Supervisor H. B. Sterling of the Winchester Service showed him what could be done by modernizing his store, in fact to put it on par with a store occupying several times the floor area, and at the same time handle his business economically.

A Sterling Arrangement Throughout

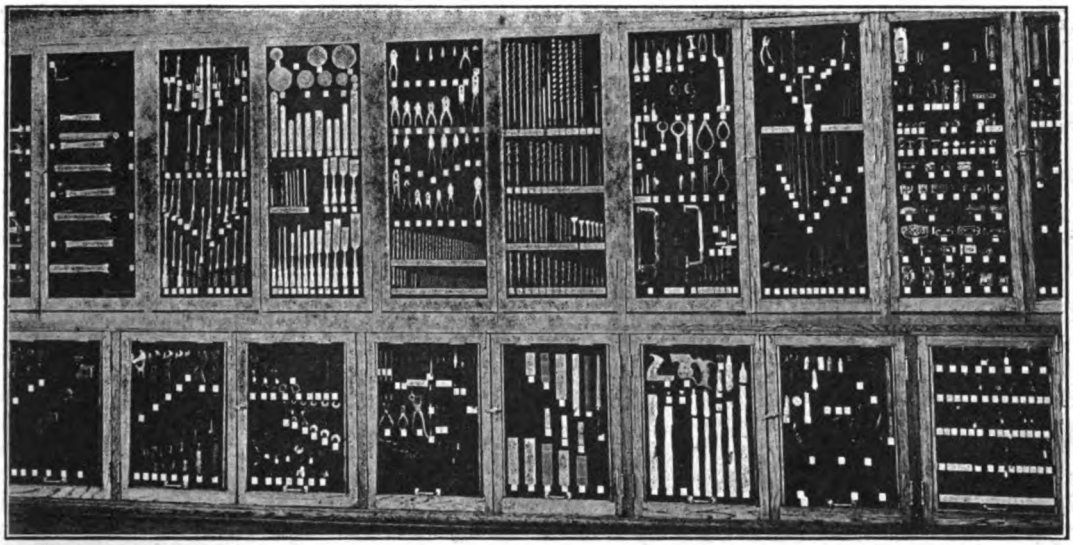
Mr. Sterling modestly declines to assume the credit for the arrangement and changes that were made, preferring to have the Winchester Sales Service given all the credit. Be that as it may, there is always a man back of an idea and the personal element and thought and care



STORE PREVIOUS TO CHANGE

As stores usually go, the Venice Hardware Co. was well arranged and displayed their goods fully up to the average. As will be noticed many of their lines were kept in attractive show cases. In fact, in the new arrangement it was unnecessary to purchase any new equipment of this character.

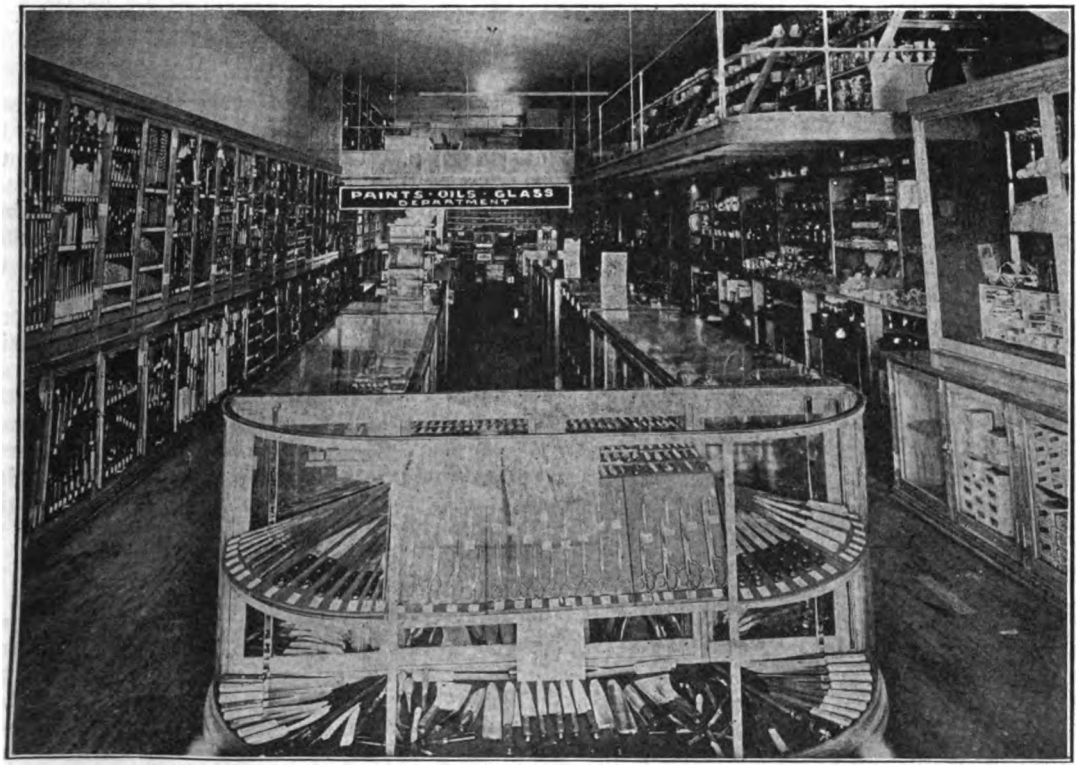
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EVERY TOOL READY TO BE GRASPED

In using swinging and hinged sample boards, stocks are kept in the compartment directly adjoining the sample board instead of back of it to enable the customer to see the sample when the article is delivered. If he is buying a bit, the stock comes from behind the board where the pliers are displayed.

The sample boards in the lower tier are hinged and handled to swing up and down, while the entire door also swings out. This permits the sample board to be drawn up horizontally to save customers stooping down. The article is selected, the sample board dropped into place, and the door swings out to get at the stock. Thus all goods are on a level with the customer's eye.

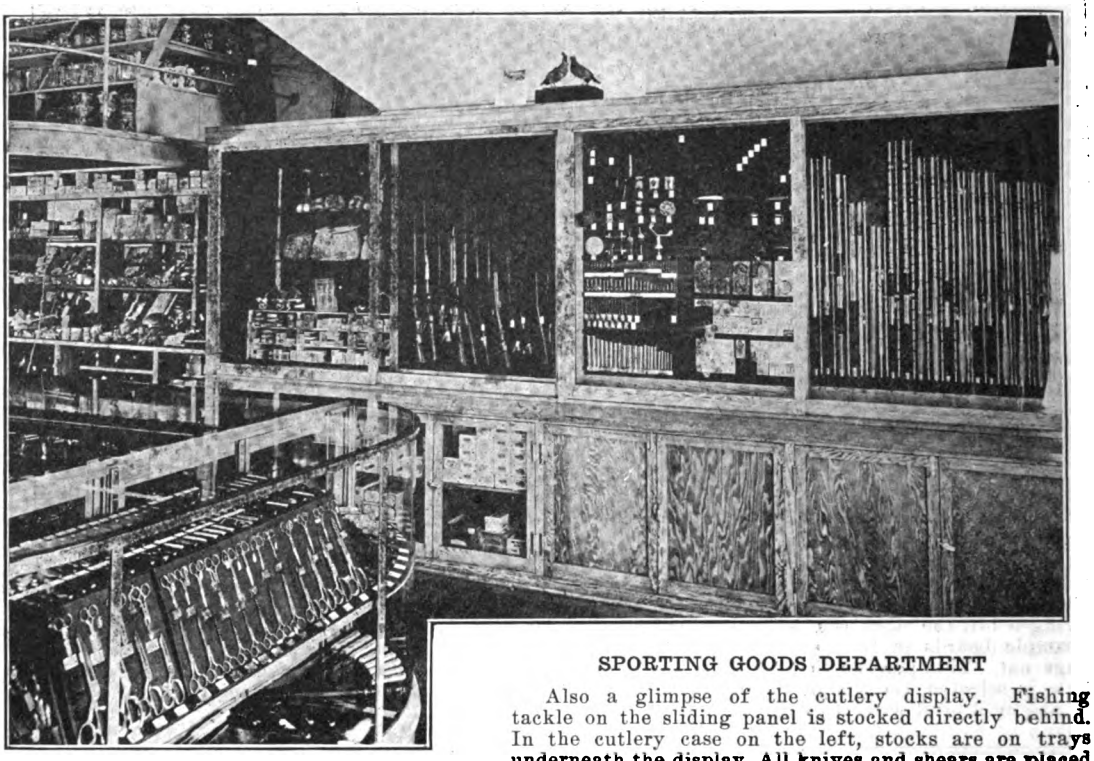


STORE AFTER REARRANGEMENT

Note the impression of added width, even though the floor dimensions are still only 23 x 104. Customers see every article in stock just as it would be most natural to pick them up. The balcony has been so arranged that crockery and glassware are on pyramid tables. The office is along the balcony edge, overlooking the floor with the stove department behind it.

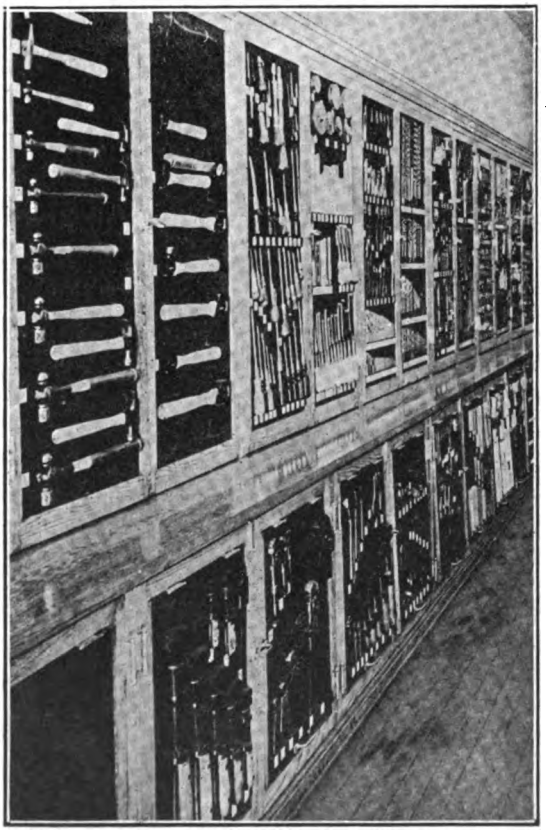
At the rear of the main floor are paints, oils and glass; builders' hardware and tools on the left; household utensils on the right; cutlery, electrical goods, automobile accessories, etc., in the center case; the sporting goods department on the extreme right toward the front. Low shelving permits easy view of all stock

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SPORTING GOODS DEPARTMENT

Also a glimpse of the cutlery display. Fishing tackle on the sliding panel is stocked directly behind. In the cutlery case on the left, stocks are on trays underneath the display. All knives and shears are placed just as the customer would be most likely to pick them up. Guns and fishing rods within easy reach.



Tools can be just as attractive, neat and elegant as jewelry or silverware.

of Mr. Sterling must of necessity have entered largely into the changes made.

He told Mr. Hersee that the business could be increased and overhead lowered by modernizing his store. After careful study, he authorized the changes and arranged to have Mr. Sterling personally on the ground to supervise the work.

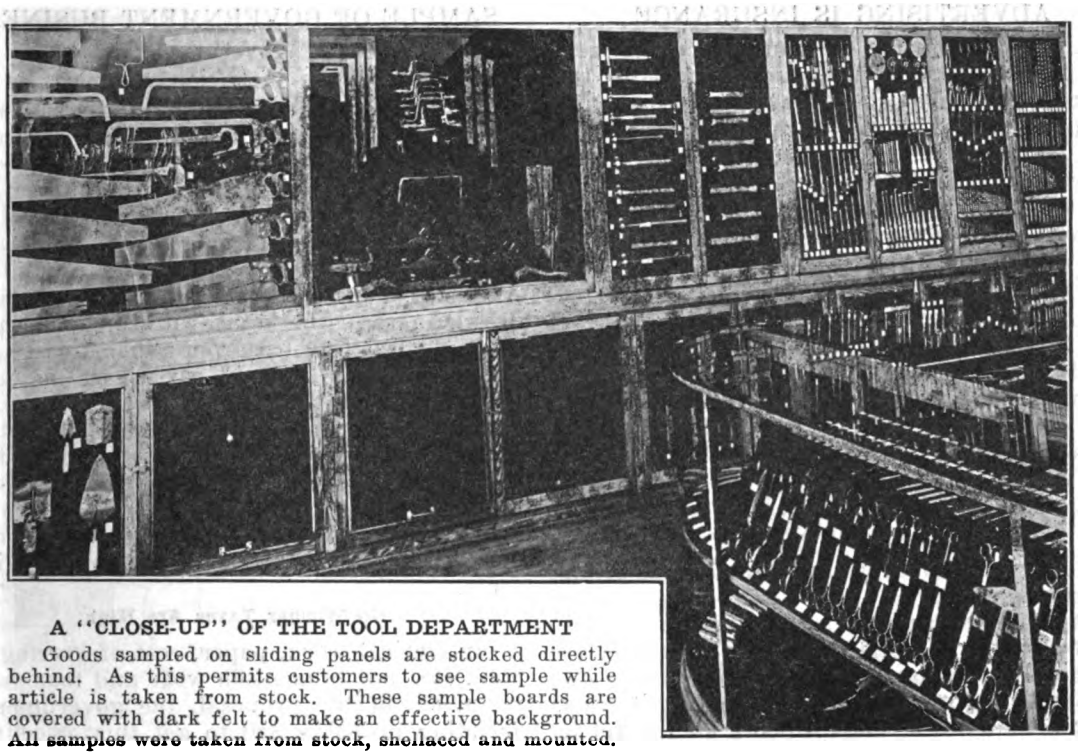
The illustrations we publish tell the story in detail far better than we could by painting a picture of words. Yet in general let us say that the changes took place in one month's time, during which business continued without interruption. Mr. Sterling and Mr. Hersee worked well over 10 hours a day, including Sundays, starting at 9 or 10 o'clock in the morning and often working until the small hours of the morning.

Hardest to Rearrange Stock

The greatest problem encountered was in rearranging and replacing the stock. As a matter of fact, it developed during the shifting that the company found some goods which had been completely lost in the stock. On some of the top shelves several gross of upholstery nails, some odd sized hooks and other odds and ends turned up, having been pushed out of sight behind other stock and lost.

The entire cost of the rearrangement, including fixtures, rebuilding show windows and labor, amounted to $3600. The work was done on the ground and all fixtures were built by a local carpenter, except the curved end showcase.

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A "CLOSE-UP" OF THE TOOL DEPARTMENT

Goods sampled on sliding panels are stocked directly behind. As this permits customers to see sample while article is taken from stock. These sample boards are covered with dark felt to make an effective background. All samples were taken from stock, shellaced and mounted.

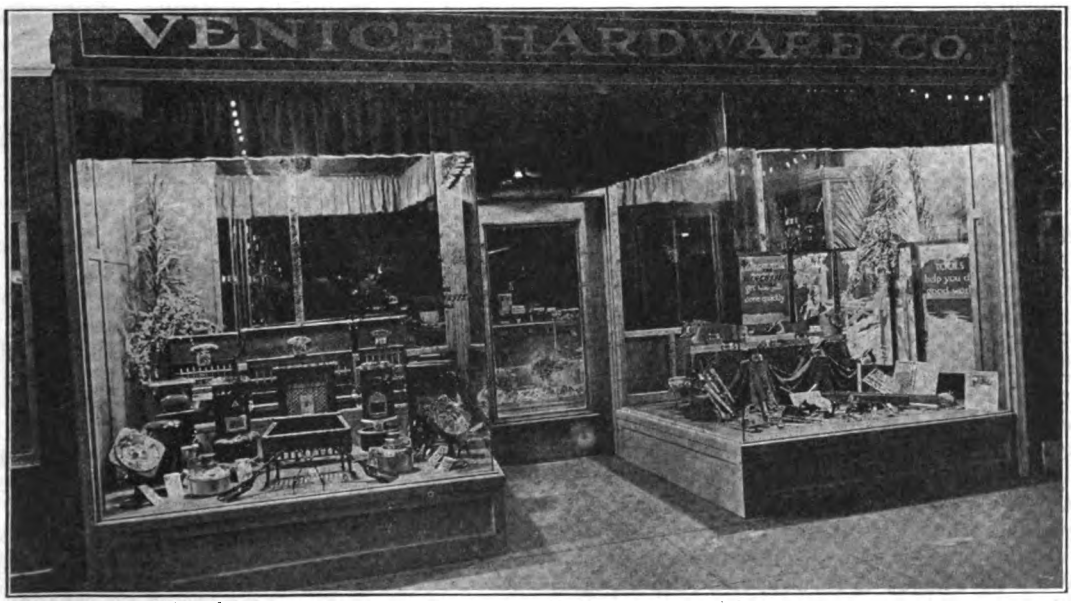
Gain in Esprit de Corps

There are other considerations distinctly in favor of the rearrangement beside the increased efficiency, actual sales advantage and convenience.

The change in spirit of the employes was very noticeable after the changes had been made with everything new and up-to-date. The clerks began to "spruce up," to be in keeping with the appearance of the store.

Citizens of the city were proud of this enterprise on the part of the proprietor and increasing patronage resulted on account of the attractiveness and modern metropolitan character. Then there is also the happiness and satisfaction for the proprietor, the pride of possession and the thought that his store was the best that modern conditions and study can produce.

Kauffman & Brasfield at Garden City, Mo., have sold their stock to E. R. Bee.



THE NEW STORE FRONT

The old three angle windows became two pane windows, attractively draped, simple yet with elegant appointments and with excellent facilities not only for displaying goods, but in making the entire interior visible and tempting to the passer-by.

ADVERTISING IS INSURANCE

Advertising is the only insurance the merchant can have to protect his business for the future. But he must continue to keep paying the premiums if he wishes the protection.

"To discontinue advertising," John Wanamaker said, "is like taking down your sign. If you want to do business you must let people know it. I would as soon think of doing business without clerks as without advertising."

95% COMMON SENSE

"Advertising is 95 per cent common sense and 5 per cent ingenuity, cleverness or brilliant ideas." Too often we try to make it 95 per cent common sense. Advertising is primarily news about the merchandise you have to sell. The customer wants to know the facts about the goods.

TEAMWORK

Teamwork calls for a certain amount of unselfishness.

It calls for tolerance.

It calls for good fellowship.

It calls for companionableness.

But it is worth infinitely more than it costs.

It is an asset without which a man is apt to bankrupt his career.

He who would take all and give none, he who cannot rise to the give-and-take level, can never hope to become a genuine teamworker.

And only teamworkers rise to the top under modern conditions, where one-man enterprise cannot withstand the competition of giant combinations of brains and capital.

Carefully scrutinize your make-up, and if there be weak spots or kinks in it, apply yourself to remedying them.

For large-scale success today is spelled "Teamwork."

ASBESTOS MORE THAN FIREPROOF

To the average man little is known about asbestos except that it is fireproof. For this very reason the trade should be more familiar with the sales opportunity presented by the Turner asbestos "Bunker Hill' heat-resisting table protectors and mats, now extensively distributed through the hardware trade.

This complete line is manufactured at the company's factory at Exeter, N. H., where they have combined insulating wool felt with asbestos to insure perfect protection from heat for the finest dining-room tables.

There is great potential demand among household goods buyers for a removable flannel covering that can be cleansed with little trouble. Here is a desirable, convenient and economical table mat. A strictly new line of table mat slipcovers is another "Bunker Hill" product.

The Turner Asbestos Co. is represented in the West by Thayer & Bower, Los Angeles and San Francisco, and the trade will find that the line is well worth investigating.

SAMPLE OF GOVERNMENT BUSINESS

A sample of "government as she is governed" under the inefficiency experts is furnished by a New York manufacturer who sends a copy of a "proposal for supplies" issued by the supply department of the navy on November 12 from the Philadelphia supply depot.

The blank proposal and instructions fill two large sheets with fine type, and the bidders are instructed to execute the proposals in triplicate. A fourth blank with a fifth document giving detailed instruction is thrown in for good measure. The mailing list from which this request for proposals is sent out carries 300 names of firms supplying the kind of article wanted.

Under the usual practice, the manufacturer states, he will later receive a tabluation of the bids, with information as to who the lucky bidder is. The article asked for is one copper gasket, not special, the price of which, right off the shelf, in any city in the country, is 58 cents.

No Wonder Taxes Are High

In clerical work, paper, cost of carriage by mail, etc., not to mention wear and tear on the recipients of the proposal, the government is spending probably $50 to get this 58-cent article. "Certainly," writes this manufacturer, "it is about time for the government to revise its business methods. Perhaps President Harding will get into it—unless the thing is all bound round with the tape of precedent until you could not break it with a jimmy and burglar tools."

Certainly so much technicality in connection with a 58-cent purchase, accompanied by so much prodigality in expending hundreds of millions, as illustrated in the operations of the U. S. Shipping Board now being revealed to the public eye, would be amusing—if it were not tragic.

INFORMATION WANTED

Where can a man buy a cap for his knee,
Or a key to the lock of his hair?
Can his eyes be called an academy
Because there are pupils there?
In the crown of his head, what gems are found,
Who travels the bridge of his own nose?
Can he use, when shingling the roof of his house,
The nails on the ends of his toes?
Can the crook of his elbow be sent to jail,
If so, what did he do?
How does he sharpen his shoulder blades?
I'll be hanged if I know, do you?
Can he sit in the shade of the palm of his hand,
Or beat the drum of his ear?
Does the calf of his leg eat the corn on his toes?
If so, why not grow corn on the ear?

If a man succeeds, bank upon it there is a reason.

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Electric Household Appliances Bring Women's Trade

THE Breidenthal Company, Kansas City, Kansas, decided several years ago that the housewife is the greatest buyer in America. By featuring goods that would appeal to the home and make housework easier, Mr. Breidenthal felt he could increase his business. And by following out certain well developed plans the result surprised him by exceeding his fondest expectations.

Getting the Interest of Women

Breidenthal first started a Rent-A-Sweeper club. Any housewife could join by paying $5 a year rent for the use of an electric cleaner. The rent was so nominal that there was no



Electrical appliances make a special appeal to the women folk of your community.

difficulty in finding renters; women liked the idea that they could keep their house clean for a cent and a half a day—less than the cost of a newspaper.

The sweepers were passed from one house to another and it was not long until Breidenthal had over a thousand sweepers in use. They were all kept busy, too; one machine went the rounds for fourteen women in the same block!

A Thousand Potential Customers

However the theory was not intended to bring large and immediate profits. Breidenthal had an eye on the future. He knew that with a thousand women using his electric cleaners he would have a thousand enthusiastic boosters for electrical appliances. An ounce of actual experience in the hands of a prospect is worth a ton of sales talk.

And this merchant was convinced that after a woman had grown accustomed to the use of a sweeper, she would most likely be in the market for the purchase of a new machine; or in any event she would at least be awakened to the great advantage of electric appliances for the home. Thus Breidenthal possessed a very good prospect in every member of the club. And this opened a large field for developing more business.

Hundreds of cleaners were sold, and many women continued to rent. But a good start had been made and other electrical appliances were sold with gratifying success. Everything electrical was pushed, from electric irons to washers and ironing machines.

In buying a cleaner the purchaser was credited the year's rent as a first payment on the new machine. This created a favorable impression and caused a closer relation between dealer and customer. Naturally when some other item was needed the business would go to the store that sold the sweeper.

Methods Prove Successful

Mr. Breidenthal has developed methods in selling electric washers that makes him the largest retailer of these machines in the city. He has sold more machines of a certain brand than any three jobbers in his territory. He sells them at retail price to the individual customers and yet he maintains his record. As a result of such tactics this firm did a $150,000 business in electrical goods the first year they began such aggressive methods in selling.

Various plans are given a trial, then developed or dropped. A prospective customer is given the choice to select any washer on the market. If unsatisfactory after a month's trial, the buyer may choose another machine and satisfaction is assured. However, the store carries the best washers available and it is very seldom that a machine is exchanged.

Nevertheless, this privilege is a salient feature in creating satisfaction. The buyer feels that he doesn't have to keep a machine in the event it proves faulty. The company endeavors to live up to its motto: "We Serve." If a customer desires a machine that is not in stock, Breidenthal supplies the demand; he literally goes out and gets the washer asked for.

This firm finds most of its success in following up prospects.

"We have several ways by which we obtain lists of prospects," said Mr. Breidenthal. "We employ different methods just as the occasion demands. For instance, every store has had experience with people who come in apparently 'just to look around.'

"The fact is that very few persons will stop in a store unless prompted by interest or a de-

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sire to purchase. When a lady enters in this frame of mind we do not try to force a sale. We allow her to look around and we extend every courtesy to make her feel welcome.



There is no line of merchandise that adds more to the attractiveness of your store, or enables you to display your goods to better advantage than electrical appliances.

"But before she departs we express our appreciation of her visit, and we explain that we consider her our customer. Then as a visitor and new customer she is entitled to a small present as an advertisement. Since we desire to keep a record of all of our customers, we ask that she register her name and address."

A book for "registering" is kept close at hand and at the same time some useful novelty is produced. Invariably the prospect accepts the suggestion and writes her name in the book. She also receives the advertising novelty and departs with a kind feeling for the store.

The fact that she called at the store to look at the washers proved that she was interested. And while she claimed to be merely looking, it might be that she was not quite ready to buy. However, not long after her visit a car drives up to the house some morning, and Mrs. Prospect receives an offer to have her clothes washed free, without obligation. If she accepts, it is another sign that she is thoroughly interested in a machine. Only the best salesmen available are employed for this work; and after a successful demonstration and a discussion of the sales plan, the usual result is the sale of a washer. Very few women attempt to take unfair advantage of this offer.

Satisfied Customers a Valuable Asset

Mr. Breidenthal holds some definite views in regard to salesmen who handle this end of the business. He employs the best and pays the highest salaries, without commissions. He maintains that commissions on sales has a tendency to cause men to make a sale without considering satisfaction.

And since he issues a printed list of "satisfied customers" in his advertisements, it is important to maintain this reputation. The sale of a machine in a neighborhood therefore results in the creation of more business for the company. All employes are invited to become shareholders in the company and wonderful cooperation is shown.

Advertising is given a prominent place in the selling plans. It is admitted that a merchant with a fixed overhead expense can ordinarily increase his gross receipts without adding much to the overhead.

Thus the same sales force can sell more goods if the business is produced. And as a business stimulator this store invests over $5000 a year for advertising. Liberal space in newspapers, thousands of circulars, street car signs and electrical displays all help to increase trade.

At present there are ten cars busy delivering purchases, following up prospects, and canvassing new business. Large articles are sold on the part payment plan, and the collections on electrical appliances run over the ten-thousand dollar mark every month. Out of a thousand washers sold this way, not one was lost for default of payment.

This exceptional business has necessitated hard work and consistent effort. But Mr. Breidenthal believes every dealer can double his business if he pushes the merchandise. And with this as a starting point, there seems to be no limit as to what the future holds for the O. W. Breidenthal Company.

GIVE ME THE FLOWERS NOW

I've noticed when a fellow dies, no matter what he's been,
A saintly chap or one whose life's been deeply steeped in sin,
His friends forget the bitter words they spoke but yesterday
And try to find a multitude of pretty things to say.

I fancy when I go to rest someone will bring to light
Some kindly thought or goodly deed long buried out of sight,
But if it's all the same to you, just give to me instead
The bouquets while I'm living and the knocking when I'm dead.

Don't save your kisses to imprint upon my marble brow,
While countless maledictions are hurled upon me now.
Say just one kindly word to me while I mourn here alone,
And don't save all your eulogies to carve upon a stone.

What do I care if, when I'm dead, the Times, Sun, Gazette,
Give me a writeup with a cut in mourning border set?
It will not flatter me a bit, no matter what is said,
So kindly throw the bouquets now and knock me when I'm dead.

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Mary Ann Goes Fishing

There are a lot of Mary Anns in each community, who are possible customers for fishing tackle, sporting goods equipment, camping outfits, etc., if you will open your eyes to supply their needs

MY DEAREST DONNIE BLACK:

Since my last letter when I wrote you about the Hardware Convention, I've been having one of the times of my young life. You'd never guess it! Such fun, and how I wish you had been along! I'm still all excited and hardly know where to begin.

Uncle Bob started it. He is the best ever! Always has such perfectly spiffy ideas, and if I do say it, is one person who properly appreciates his onliest little niece. Anyway, every time spring comes around, instead of getting the usual fever of romance, he collects a lot of outdoor paraphernalia and goes fishing. Isn't that a man for you?

Well, this year he suddenly determined nothing must do but little Me trot along, too. Can you imagine such a thing, with Easter coming on and the shops all crowded jam with pretty things? I already had the darlingest hat picked out in one of the department stores and Madame Annette was making me a frock I helped design myself—a most exquisite thing in white tulle hung in points over a tulle underskirt. So of course I wouldn't hear of it at first.

But after Uncle Bob hinted in his dry way that it wasn't likely I'd be sorry in the long run if I did as he wanted, I gathered right off he meant the fox-fur at the Paris Fair I've wanted so long, and so consented—naturally.

As Usual, Nothing to Wear

Of course, I didn't have a blessed thing to wear, but when I mentioned this, Uncle Bob only grunted, "Hmph, more blackmail. All right, go get your hat on." So away we went shopping. He's really an awfully good scout—Uncle Bob.

The first thing, he bought me a pair of high-topped waterproof boots, and however that may sound, they were really quite smart, my dear, although surprisingly comfy and easy on the feet, and such a bargain at twenty-two fifty. Don't you think?



Ever since Mary Ann wrote up the Hardware Convention, her correspondence has increased to such an extent that she cannot take the time from her work to personally answer all the letters received. However, she promises to do the best she can through our pages each month. In the meantime she gladly welcomes all letters, either complaints or criticisms from merchants, salesmen or clerks, as well as from women who are employed in the various hardware departments throughout the country. Tell her your problems, and she will do her best to help you solve them.

We are privileged to publish a personal letter which Mary Ann has written to one of her correspondents, in which she emphasizes the opportunities for making sales to women, the importance of which hardware merchants have too long overlooked.

Neglected Opportunties

Then we passed a window display I simply could not resist. You know, I've often thought it funny why dealers in sporting goods and outdoor things don't make a bigger effort to attract feminine trade. Out here in the West, where almost as many women and girls as men go hiking and on camping-out trips, they do.

We girls in the East have been missing lots of good times like this and maybe when we wake up to the fact it will pay our merchants to get up attractive displays and make a bid for our business. Anyway, this store had a whole window devoted to the duckiest outfits (this isn't meant for a pun, dearie) you ever laid your eyes on, and so—naturally—we went in.

I was afraid Uncle Bob wouldn't stand for riding pants instead of a skirt, because in some things he's awfully old fashioned, but he only shrugged his shoulders and muttered something about the "modern young woman" and "wilful youngster." So I kissed him and that settled everything—as usual.

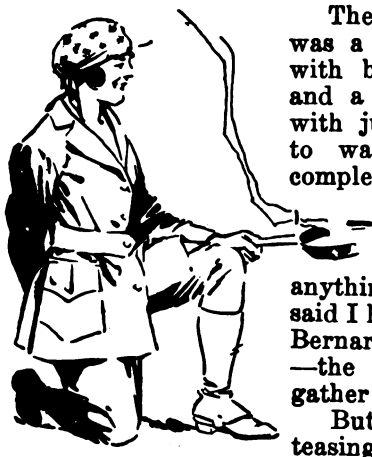
Fitted, in a Hardware Store When You Buy

As I was somewhat in doubt about sizes, the young man who waited on us suggested that I try them on (he was quite good looking, with such nice eyes), which I did, and you never saw such a perfect fit in all your born days—one advantage of being a real thirty-six, you know, dearie.

Oh no, of course not. Why, the very idea! There was the cutest little dressing room toward the back, all cozy and furnished charmingly with mirrors galore, 'n' everything. All the little luxuries and conveniences you don't have at home. The arrangements in such good taste and the whole scheme so clever, I'm sure no woman could resist the temptation to run in again for a few moments after she'd been there once.

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Pleases the Men When You Look the Part



Then, dearie, there was a trim little coat, with blouse to match, and a nice roomy hat with just brim enough to ward off freckles completed the costume. Really, the effect was just too perfect for anything. Uncle Bob said I looked like one of Bernard Shaw's plays —the huntress, if you gather what he meant.

But then he's always teasing, so I had to remind him this was fisher-maid makeup. Then he said, "Yeah," with that news-to-me expression. "Well, if that outfit doesn't land you the prize male of the human piscatorial species, I'll swallow an eighteen carat fish-hook backwards." That's Uncle Bob all over.

I won't bother you with the rest of our purchasing expedition except to say I carried home with me, besides a beautiful jointed steel rod, a dear little basket and one of those safety pocket axes put out by the Marble Arms & Mfg. people to wear with a belt.

Two days later, our party and equipment collected, we took the train to Medford where two light wagons picked us up and carried us for miles and miles down Rogue River. Then a two days' hike brought us to Uncle Bob's Ike Walton Utopia. It was glorious, and if I live till I die I'll never forget that wonderful, wonderful country. Some day, when I'm in a very poetical mood, I'll try to describe it.

Uncle Bob pitched camp on a high grassy knoll just above the river and early the next morning the boys got out their tackle and soon reels were singing. All but Uncle Bob's.

The Best None too Good

I found him hunting feverishly through the trays of his Knickerbocker-Case Kit and swearing softly in a heartbroken fashion. The poor old dear was afraid he'd neglected to bring along his Joe Welsh leaders and as he wouldn't trust a minnow with any other, the whole trip was spoiled for him. Of course, I found them for him. He was so delighted that it was really too bad there wasn't a department store handy, for I know he'd have bought out the whole establishment for me. However, as Mrs. Katzenjammer has truly remarked, "All iss not yet." Which, translated freely is equivalent to, "Just wait till we get back to town, Uncle Bob." Am I making myself intelligible, dearie? I'll say I am, or will!

You know, girlie, I used to have such absurd notions about camping trips; dreading all kinds of discomfort, such as cooking over smoky poky fires that wouldn't burn, eating off old logs and sitting around on damp ground. But, would you believe it, I never was so surprised! Really, nowadays there is nothing to mar the pleasure of such a trip.

A Sure Enough Camping Outfit That All Hardware Dealers Should Sell

We had one of those complete Hardy's "Camper's Friend" outfits that make camp cooking a positive joy. It contains a two-burner gasoline stove on a folding table, together with a metal service box to carry aluminum utensils, dishes and ever so many useful articles, and all so handy.

Then we had Gold Medal chairs, folding cots and I don't know what else. No wonder these girls out here have such high old times out of it—hunting, hiking and fishing.

And that reminds me. I was crazy to try out my new rod, so Uncle Bob tried to give me some lessons in casting. Didn't make much progress at first though, and I was so afraid the boys would laugh at me I used to steal away to this pool in the picture and practice by myself. Uncle Bob caught me at it as you can see. It's a pity he didn't wait a few minutes later, or you might have photographic evidence of the largest speckled beauty of the trip.

I don't like to crow, kiddo, so I'll leave it to you to guess the responsible party. Took some fight to bring him in, and if I do say it, I don't believe Uncle Bob himself could have done it any better. Anyway, it provided me with the biggest thrill I've had since my first proposal.

Well, it's all over now and here I am back at the office again as natural as life—with the exception of a little sunburn and a couple of freckles. You know I never do tan. However, it was a great life while it lasted, and I am glad to say there was no occasion for weakening. Write you again next month, old dear.

As ever,

MARY ANN.

P. S.—I'm wearing the fox-fur now—naturally.



Caught in the Act

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"Let's go Fishing"

Are You Prepared to Take Advantage of Such Sales Opportunties?

THIS is the season when the wise hardware man takes time by the forelock and brings his fishing tackle and all other accessories to the front part of his store, where they will be seen by all who enter. Not only that, but he will arrange a striking window display, and also feature these lines in the newspapers, calling the attention of all fishermen to the fact that the season opens in April and that now is the time to spend an evening or a rainy Sunday in overhauling his fishing kit, meanwhile making note of all he lacks and purchasing it the first time he is downtown, so that when the edict goes forth the fish are biting well he may be among the first to revel in a day's or week's fishing excursion.

B. H. Dyas & Co., Los Angeles, always make elaborate preparations for the event, and all anglers know that when they begin to advertise it is time to buy. Last season they launched their fishing campaign with an ad giving a map of their district, showing the principal streams. Beneath the map in big letters was the words:

TROUT

Season opens in Ventura, Santa Barbara and Kern Counties, April 1.

Now for the big ones, fellows! They are challenging you from clear, cool depths. Look over your fishing tackle and other equipment to see that everything is in readiness. If you need new equipment

GET IT AT DYAS'

If what you already have needs repairing

BRING IT TO DYAS'

Rods, reels, lines, hooks, creels, landing nets, flies, spinners, leaders, salmon eggs and in fact everything for the angler.

Get your 1921 Fishing License at DYAS'.

Several weeks later they ran another ad, this time with a cut of a man landing a trout. The fish was shown in the foreground, and was therefore as large as the man in the rear. There was an abundance of white space to set off the drawing to advantage, and in a small box was printed:

GET YOUR LIMIT

Trout Season opens May 1st. Districts 4 and 4½. Including Los Angeles and all southern counties.

Advance information shows excellent fishing conditions—the streams are high and there are plenty of fish. Come in and get your license and select your equipment.

If you desire to know—

WHERE TO GO
HOW TO GET THERE
WHAT TO TAKE

let our bureau of information for fishermen be of service to you.

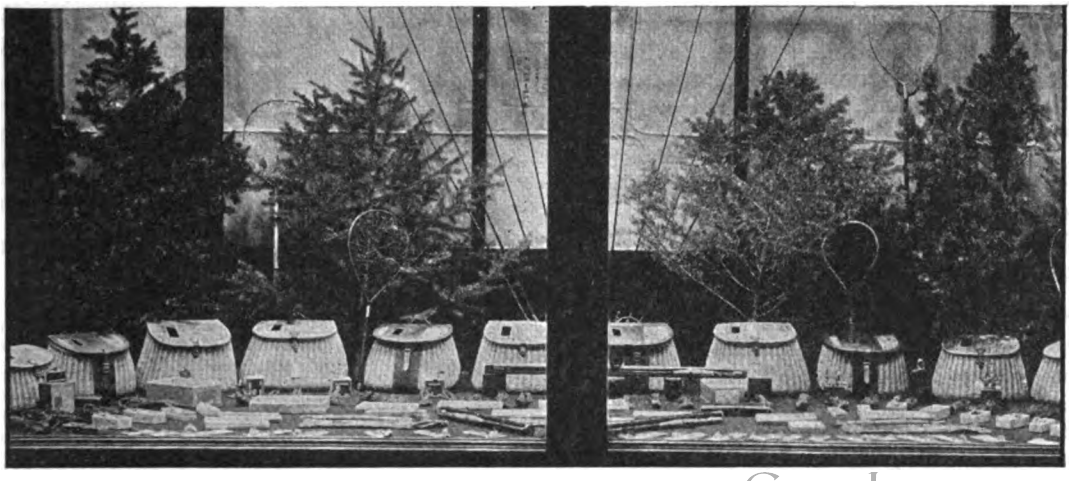
B. H. DYAS CO.

Little folders, which could be had for the asking, told how to reach the various resorts, as well as the inns and lodges, and the rates of the principal ones.

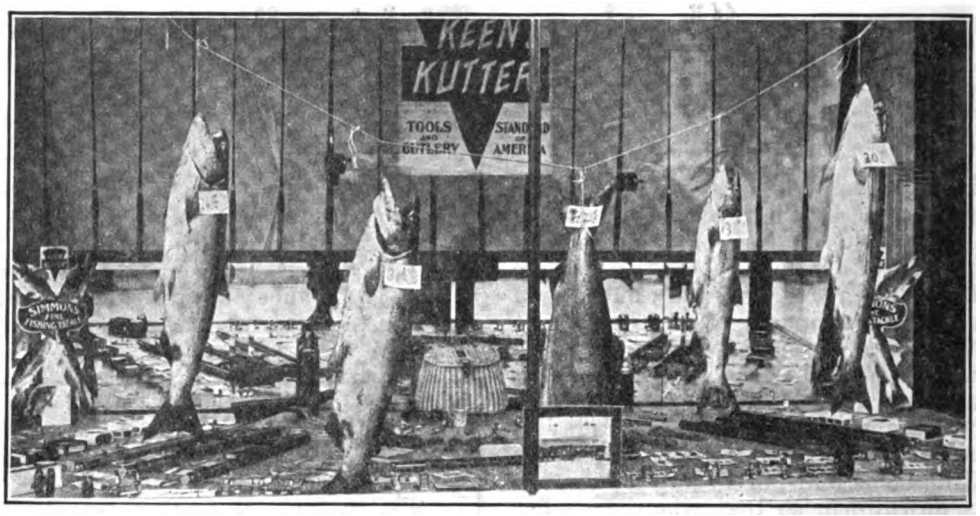
What attracted most attention, however, were the prizes offered for the first limit caught, the longest fish, and the one weighing the most, caught on the first day of the season. The prizes, which were all fishing goods of one kind or another were displayed in the window.

Several days prior to the opening of the season a large tank was displayed in front of the store, with a card:

Watch this tank for the first catch of the season.



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On the morning of the second day, this tank was filled with fish brought in by enthusiastic anglers, each limit having a card attached stating the name of the angler and the region where the catch was obtained. Back of the tank was a show case filled with tackle and other fishing supplies, and whenever any catch was taken with any of the paraphernalia sold by the firm due mention was made of the name of the pole, line or other accessories.

The Kimball-Upson Co., Sacramento, was another firm that catered extensively to the fishermen. Prominently set in the foreground was a large cut-out of an attractive girl in a small boat and at the front was an actual motor. Beside it was an art card which advised:

GO FISHING WITH AN EVINRUDE
It will double the pleasure of your outing.

And the advice was appreciated by the many anglers who had had the experience of rowing against the stream until they were so tired that fishing lost half its enjoyment. The wall of the window was hung with fishing seines, and tripods were formed of tackle, while scattered over the floor were reels, lines, creels, flies, hooks, and other fishing accessories. Set in the midst was a vacation manual, devoted to outdoor sports, and giving much practical information on hunting, fishing and camping. This manual was profusely illustrated and sold for 25 cents. A big pile of them was placed on a little stand near the entrance, and beside them a glass bottle. A card announced:

VACATION MANUAL
Price 25c. Take one and drop a quarter in the bottle.

One of the most complete line of anglers' supplies in the Northwest is kept by Piper & Taft, Seattle. Prior to the opening of the season they had printed hundreds of little cards, to which they fastened a fish hook, enclosed the card in an envelope and mailed it to a large list of patrons and prospective customers. This card read:

HOOK YOUR HOPES TO TAFT'S TACKLE
Get ready for the biggest fishing season you have known. Streams and lakes are all in good shape for fly work. Hand made trout flies. Hand made trout rods.

Of course they likewise made use of the newspapers with an announcement somewhat similar, and complemented both of these methods of publicity with a very catchy window display. The background was covered with seines, to which were fastened many gay flies and half a dozen light bamboo rods. A figure was borrowed from a local department store, and dressed in fishing togs. All around were scattered rods and fishing supplies of every description. A big card declared: "Taft's tackle is the best that the world affords." Smaller cards, uniform in size and lettering, suggested: "A whole outfit for $3.00—3-piece split bamboo rod, 60-yard nickel double action reel, 25-yard line," "Bass bait to suit the whole bass family." "Your rod is the first consideration in your fishing outfit—we have them ranging from $3 to $50," and "Don't lose the big ones—get a landing net."

NOT ALL IN DAILY NEWSPAPER OFFICES

City Editor—Have you got the prisoners' football story? The last edition goes in 20 minutes.

New Reporter—Well, you see, there was nothing to write about. Before the game started six of the prisoners killed some of the guards, and got away and there wasn't any game to write about."

"Van Nuys Paint & Hardware" is a new southern California institution, specializing in paints and builders' hardware exclusively.

The Bend, (Oregon) Hardware Co., has added a late model 250-ton capacity tire press to its automobile accessory repair facilities.

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Peace Pipes—And The Keokuk Treaty

In the days when America was young old Chief Keokuk's red-skinned braves battled to keep their territory free from encroachment alike by friendly whites or warring savages. For his fearlessness in battle and his faithfulness to his treaties, the old Chief became famous. "Once friend, always friend," said he.

The spirit of Chief Keokuk has persisted in this organization whose integrity he symbolizes. Today red-blooded distributors and dealers who wage the good fight for business can depend upon Standard Four Quality and Standard Four Agreements. Once the treaty is signed, the territory is yours permanently and exclusively. Neither competitive price cutting nor factory paternalism will handicap your activities.

And you can rely upon Standard Four for as much sales and advertising co-operation as you need—and want.

Wire or write us today for details of distributors or dealers proposition.

STANDARD FOUR TIRE COMPANY
DEPT. T KEOKUK, IOWA

Branches at

INDIANAPOLIS, IND. 245 N. Penn St.
LOS ANGELES, CAL. 342 W. Pico St.
ATLANTA, GA. 2 Courtland St.
DENVER, COL. 1700 15th St.

Standard Four Tires

"Chief of the Tire Tribe"

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What Kind of a Contract Exists When You Give a Man a Job?

(Copyright by Elton J. Buckley)

The question raised by the following letter touches everybody who has employes:

I am going to ask you for a little enlightenment on the following question: Can one hold an employer liable for wages in case of place of business being destroyed by fire, thereby throwing me out of employment? Such was a case with me just recently. I have been with the Farmers' Union Merchandise Co. of Mt. Vernon until December 13, 1920, when I accepted a position as manager of Mr. Goldammer's new merchandise store in Mitchell, S. D., and went to work for him in good faith, resigning my position with the Farmers' Union Merchandise Co., and also passing up an opportunity to become manager of the Farmers' Union Merchandise Co. of Mt. Vernon, S. D., with whom I had been. Now, it appears that he would be liable for my wages, as I agreed to work for him for one year at a certain salary per month, and the fire putting him out of business was no fault of mine, and also no fault of his, of course. This agreement was not in writing, but I have witnesses to that effect. But through this fire I was put out of employment and will be for some time, as he cannot build for some time. What is your candid opinion? Would like your idea on same.

JOHN T. ROESCH.

The question is what kind of a contract exists when an employer gives somebody a job. What is its duration, and what becomes of it when it is interrupted by something like a fire, which prevents service from being rendered.

The whole thing depends on the original hiring. If A. & Co. say to B, "You come here and work for us. We'll give you $200 a month," or "We'll give you $2400 a year," or "We'll give you $50 a week," there is no particular contract, except from week to week or month to month, and the contract can be ended at the will of either party. If the offer is $50 a week, the contract is really for only a week, and so on from week to week. If it is for $200 per month, it is a contract for a month, and so on from month to month.

Some people think that when a firm says, "We'll give you $2400 a year," there is a contract for one year, but that is not the case. At least it is not necessarily the case. The cases all hold that the figure merely represents the rate of wage or salary. And so an arrangement to pay so much per year, payable so much a month, is merely a monthly contract, and cannot be enforced for any more.

The answer to this correspondent's question is therefore this: That the employer cannot be held responsible for wages after the business burned, unless there was something more than the kind of contract I have described. If that was all it was, it came to an end when the fire made it impossible to go on with it.

What kind of a contract would have made the employer liable? A definite agreement, which should always be in writing, between the employer and the employe, that the hiring shall be for the term of one year, or whatever it is meant to be. A contract like that is never ended by any interruption like a fire, and the employer is just as liable for wages after the fire as before. For instance, suppose a contract like that has been made, and the employer dies. The contract goes right on provided there is anything for the employe to do. Suppose the employer becomes insolvent or insane; it makes no difference, the contract is still in force and the employe can collect his wages just the same. The only exception to this is certain forms of bankruptcy. Where the employer is a partnership and voluntarily dissolves, the contract goes on unchanged. Nor does the sale of the business end it. And in the very case submitted by the correspondent, where the place of business burns down and there is no longer anything for the employe to do, he can still draw his wages if he has a definite contract hiring him for so long. In all these cases the law says to the employer, "You are responsible for this man's wages in spite of the fact that you no longer need him, for you could have protected yourself against such contingencies had you seen fit to do so." I said a contract should be in writing, but a verbal contract is just as enforceable, though harder to prove.

The average employer is reluctant to make a definite contract with an employe, partly because he may be bound for wages under conditions such as I have described, and partly because he wants to leave himself free to fire the employe if he proves unsatisfactory. There is something in the first reason, but nothing at all in the second. You can discharge an unsatisfactory employe just as easily under a five-year contract as you can under one for a month—provided you have inserted a clause to the effect that the service to be rendered by the employe shall be satisfactory to the employer.

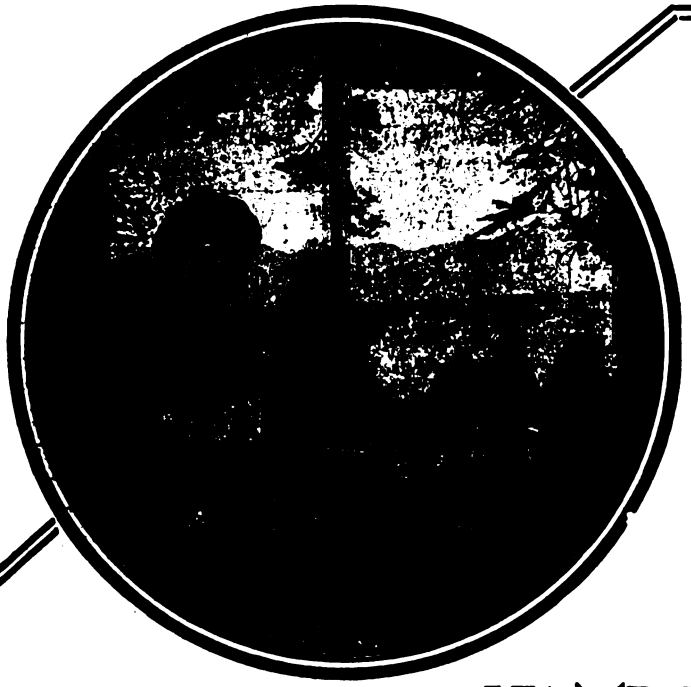
BROWN-CAMP NET PRICE LIST

The Brown-Camp Hde. Co., importers and wholesalers at Des Moines, Iowa, are contemplating very shortly issuing a complete net price list covering their entire line of hardware, stoves, paints, sporting goods, cutlery and accessories.

This price list will be furnished in loose-leaf form and will be brought up to date as the market changes. The prices will of course apply to the company's general catalog and will be for the benefit of their customers.

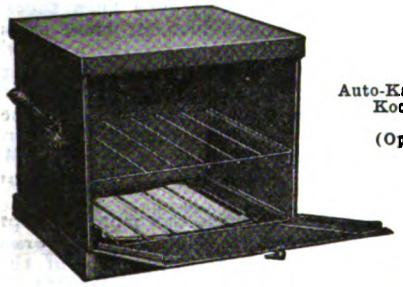
The Gray Hardware Co. at Grandview has moved into new quarters, where they have one of the best plants in the territory.

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Something New for Campers...

KAMP KOOK OVEN



Auto-Kamp-Kook-Oven
(Open)



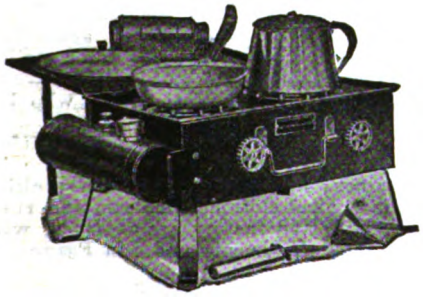
Auto-Kamp-Kook-Oven
(Folded for Carrying)

At last—the perfect oven—bakes and roasts just like the oven in your kitchen, yet light and compact for carrying.

Auto Kamp Kook Oven is made of stamped steel, heavily riveted and braced to withstand the jolts and knocks of travel and hard usage. When open it measures 12"x11"x11", but by the clever arrangement of joints and hinges, folds up to 12"x11"x2". It weighs only 5½ lbs. Auto Kamp Kook Oven is made to fit on the regular two burner

KAMP KOOK KIT

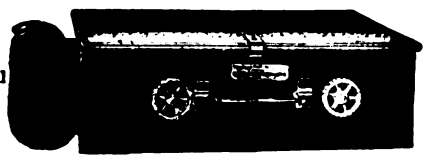
making a complete cooking outfit that cannot be excelled.



Two Burner Kit
(Open)

Auto Kamp Kook Kit burns gasoline—same grade used in your car. It is made in several sizes, from the one burner "Hunter's Special" to the six party suitcase outfit, and retails from $10.00 to $47.50.

Auto Kamp Kook Kits and Ovens are advertised in all prominent Outdoor magazines. Valuable dealer helps furnished free. Business has started off with a boom and you can get your share if you line up with us now.



Two Burner Kit
(Closed — All Equipment Packed Inside)

Write or wire today for our interesting proposition.

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wisconsin

Do not confuse our products with lower priced inferior imitations.

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FORD MAKES FORTY BY LOSING TWENTY

Henry Ford has found a way to strike a profitable balance. His recent readjustment of prices on the Ford line is shown to have entailed him a loss of $20 net on each machine that the Ford Motor Co. is now producing, but his service department production is based on a requirement of $40 for replacement parts from each Ford car now running.

Further, there has been and will be no reduction in the price of replacement parts. Thus in stimulating the loss on first sales, he enlarges the market for later profits. These facts were made plain in statements by Ford executives before a gathering of Ford dealers from the Carolinas and Virginia, gathered recently at Charlotte, N. C., and indicative of methods by which the Ford company is acquainting its trade of the impetus to business which the recent price-cut was destined to furnish.

That each car now being turned out is sold at a loss of $20 to the Ford company was proclaimed by W. A. Ryan, who, as manager of sales for the company, naturally was one of the leading speakers on the program. The company is now producing 4000 cars daily, said Ryan, leaving it to his auditors to figure out that this means a loss of $80,000 daily. Much of his message concerned some exceedingly timely advice to dealers about the value of being careful in the way that they handle used cars, particularly since the slump in used car values has been induced by lower prices on some new cars.

But it was from E. P. Hobart, service manager of the Ford organization, that the trade learned of the silver lining to the Ford cloud. Hobart told his audience that Ford is making $165,000,000 worth of parts every year for distribution through that end of the business. This, he said, was based on an average figure of $40 per car, thereby establishing the rate at which it is figured Ford cars are expected to wear out every year. Incidentally, some of the more statistical in the trade lost little time in figuring from the amounts given that 4,125,000 Ford cars now in commission must be the basis for the reckoning.

There will be no reduction in the price of parts, Hobart said. Increased freight rates and increased costs of production make this impossible, unless, as in the case of the complete vehicle, Ford is prepared to stand a definite ratio of loss on each part. By producing its replacement parts in the regular line of manufacture, Hobart reminded the dealers, the company already is able to keep its costs low and they get the benefit of this. The present lowered price on the Ford car, even with its attendant loss, Hobart explained, was decided as preferable to the greater loss that would have followed a curtailed rate of production.

Of the new car, concerning which the trade has heard but vaguely, Hobart added little of information beyond the limits of trade surmise. The new car will not be offered, Hobart explained, until space shall be found for its production.

FAR WEST IN GOOD SHAPE

Editor HARDWARE WORLD:

Answering your courteous inquiry we view the question as optimists and not as pessimists.

Speaking only for our territory, the Far West, particularly the Pacific Coast, we believe our state is experiencing a more general and favorable movement of goods than other coast states, if not the entire country, for the following reasons:

We are not strictly an industrial country like the East or Middle West, and the non-employment question, therefore, as affecting trade is minor as compared to other sections.

The development of and in turn the continued prosperity of the state originally resulted from Mother Earth, where unlimited and valuable mineral and oil deposits, vast timber lands, variable and favorable climate and soil for the production, harvesting and distribution of food supplies by rail and water throughout the year, has and will claim her as occupying an independent and enviable position for the welfare of all within her borders.

Since the first of the year we have been favored with more inquiries for prices, in fact, more orders, also, for mechanics' tools and supplies than for the last quarter of last year, which has served to confirm our belief as to the future.

Our factory lines cover finished mechanical products for essential constructive work, which were not subject to a profiteer's price policy and no radical decline is expected on tool lines generally in the near future, if at all.

With the closing of inventories this month, we predict a saner attitude on the part of skeptic buyers as to values and trade demands for the placing of their requirements subject to usual mutual price protection of producers as an incentive for their desired business.

Reports from some of our factories are that many of the largest eastern industries, particularly railroads, have submitted liberal specifications for their requirements to July 1, which indicates their belief that the market situation favors the placement of their business.

Yours truly, C. W. GAUSE CO.

NEW CLIFTON FABRICS CATALOG

The Clifton Mfg. Co. of Waco, Texas, announces that their catalog No. 7 for 1921 is ready for distribution and will be mailed to any reader of the HARDWARE WORLD or to any other member of the trade who has not already received a copy.

The Clifton Co. is said to be the largest manufacturer of canvas goods in the South, and their line includes tents, awnings, wagon covers, cotton picking bags, camp furniture, oiled clothing, linoleum and rugs.

Their general office and factory are at Waco, with branch offices at Denver, Phoenix and San Francisco.

HOLTER WHOLLY WHOLESALE

The Holter Hardware Co., at Spokane, recently announced that they have absolutely discontinued their retail department and in the future the business would be conducted as wholesale only.

The change was made necessary by the increasing volume of business with dealers, the company feeling that they should devote their undivided efforts to their wholesale customers. Quality merchandise and good service will continue to be characteristic of the company.

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Teach your customers the proper way to judge tubes and they will buy *Empires*

ALL tire users know that the friction of the road inevitably wears any casing after it has gone a certain number of miles.

Many car owners assume that mileage is also the measure of their inner tubes.

Such is not at all the case. It is true that inner tubes have to be replaced every so often, but what wears them out—except in cases of abuse—is not mileage so much as deterioration that comes with time.

What is sought by all tube makers is the faculty of reducing this deterioration to the minimum.

For thirty-four years **Empire** has been recognized as expert in the manufacture of rubber goods of all kinds. Fourteen years ago this superior knowledge was applied to the development of an inner tube that would be superior to anything on the market. So highly perfected and successful were the processes evolved at that time that it has not been necessary since then to materially change them. Today **Empire Peerless Red Tubes** represent a product of such superiority that thousands of car owners will not use anything else.

By pushing **Empire Tubes** with your customers you will build up a goodwill that is of more value to you today than it has ever been. Moreover it will pay you to do so for the Empire dealer proposition is of unusual interest.

Empire Rubber & Tire Company
Trenton, New Jersey

Empire Tires and Tubes

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IMPORTANCE OF PROPER INFLATION

Seventy-five per cent of the motorists' tire trouble, it is estimated, is due either directly or indirectly to under inflation. When it comes to under inflation, don't guess. Use a gauge. It is only a matter of a moment's work, but it means dollars saved in tires.

When not properly inflated, tires readily rim cut. Particularly is this true over rough places where the rim chafes and bruises the fabric. Under inflation also means an unequal tension in the fabric plies making up the carcass which results in chafing, fabric separation and ultimately in a blowout.

While it is quite true that an under inflated tire is more elastic and more resilient, the motorist pays dearly for this. Loaded, the under inflated tire by reason of increased hinging action near the rim and at a sharp angle, is often more or less de-vulcanized or softened by the resultant heat.

It pays big dividends, in freedom from tire trouble, to rigidly observe the inflation pressure recommended by the manufacturer. It is so simple a matter, requiring only a moment, but the motorist has no one but himself to blame when he neglects to test his tire pressure with a gauge.

If the motorist wishes to obtain the maximum mileage built into a tire, he should pay heed to this timely warning against under inflation. Inflation is the first cardinal principle of tire conservation.

INSPIRING CUSTOMERS' CONFIDENCE

The following letter was recently sent by the Thomson-Diggs Co. over Vice President C. F. Prentiss' signature to all their customers in the hope that advice and counsel from a friend might steady and guide the retail merchant in his course back to a confident, smooth running basis. It may be interesting to the trade to read this letter. We consider such a generator of good-will a valuable investment for any institution:

To the Trade:

We have been looking at 1921 with all kinds of eyes, some blinded by one thing and some another, but as we get light the future does not look so bad after all.

To be sure, business has been sick with some pretty severe cramps. We have had the right medicine, however, and the patient is improving.

Prices have declined, tears have been wrung from profiteers, and the danger point is passed. Rapid progress is being made in readjustment—money is easier and business is improving. It only remains for us to be fair in our mutual dealings and we will be under way before we know it.

A general improvement in both business and stability of prices will be quite apparent in a short time.

We have much to be thankful for.

Yours for service,

THE THOMSON-DIGGS CO.,

Sacramento. C. F. Prentiss, Vice Pres.

Taylor & Wood is a new firm at 1034 State Street, Santa Barbara. The stock includes household goods as well as hardware.

I AM——?

A tiny seed that produces wonderful fruit.

I am such a simple little thing that many people never take the trouble to use me.

I am an important factor in winning success, yet the majority of people have no idea of my value.

I act like lubricating oil on human machinery and make the wheels of life run smoother.

I give grace and sweetness to social intercourse and am constantly used by the well-bred.

I send customers away from banks, shops, restaurants and markets with a good taste in their mouth, so that they feel like coming again.

My spirit is to please, to help, to make life sweeter, to take the sting from hard things, to appreciate all right effort.

I am like the sunbeam which brings brightness, warmth, courage, cheer into many a discouraged heart.

I am used in the most successful commercial establishments, wherever anything is sold, whether the transaction amounts to a million dollars or only a nickel.

I am the tiny wedge that has opened the door of opportunity to many a poor boy who had no one to give him a helping hand.

The use of me marks the difference between the boor and the gentleman, between the kindly gracious soul and the crabbed grouch.

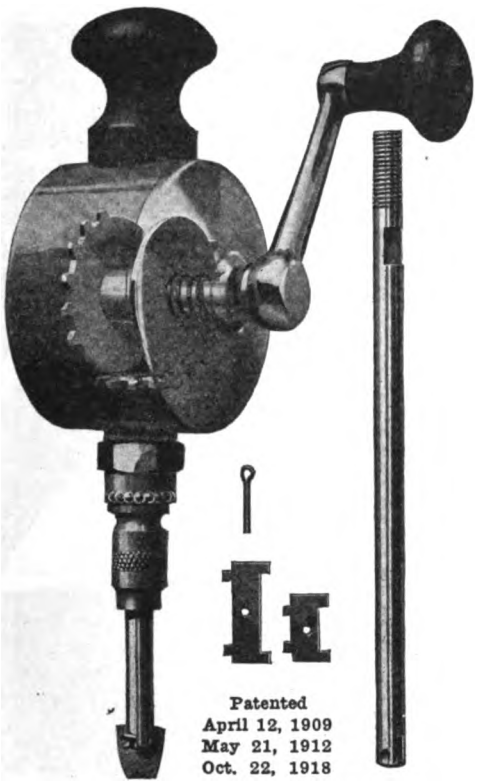
I am "Thank You."

SIMPLEX THEFT PROOF AUTO LOCK

The Simplex Theftproof Auto Lock consists of a neat nickel-plated ring, attached permanently and rigidly to the steering post of an automobile. When lock is in a closed position a strong case-hardened steel pin passes through the outside steering column into the steering tube and holds the steering gear so that the position of the front wheels cannot be changed. This prevents the car from being driven or towed. A Corbin cylinder lock of the most approved type is used. It cannot be picked or forced open. This device can be locked and unlocked in a second's time, right from the driver's seat. It is so convenient that from the very day it is installed the driver uses it unconsciously every time he leaves the car, just as naturally as he switches off his ignition.

This is very important, for it has been proven that locks which require more time to operate and which soil the hands and clothes, lead the average driver to "take a chance" if planning to stop only a moment—and in that moment the car is stolen. The Simplex Theftproof Lock is self-adjusting. You simply close the lever, turn the key and step out of the car. The moment a joy-rider or a thief turns the wheel the pin snaps into place and the front wheels are locked in "straight ahead position." It will be readily understood that with wheels thus locked a car could not be driven, pushed, coasted or towed but a few feet before it would run into the curb. Yet it does not violate city ordinances, as car can be moved a reasonable distance in case of fire. The lock is attached permanently and rigidly, without slightest change in the original construction of your car. Any mechanic can attach it with the use of a screw driver and breast drill. It is approved by the Underwriters' Laboratories, securing a reduction of 15 per cent in insurance premiums. Price at retail is $15. Manufactured by Simplex Corporation, 2214 So. Michigan Ave., Chicago.

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SIOUX VALVE GRINDER

THE name "SIOUX" is your assurance of tool satisfaction.

Known and used the world over.

Every Sioux Tool meets the big shop standards. You can depend upon them absolutely.

SIOUX
Trade Mark Reg. U.S. Patent Office

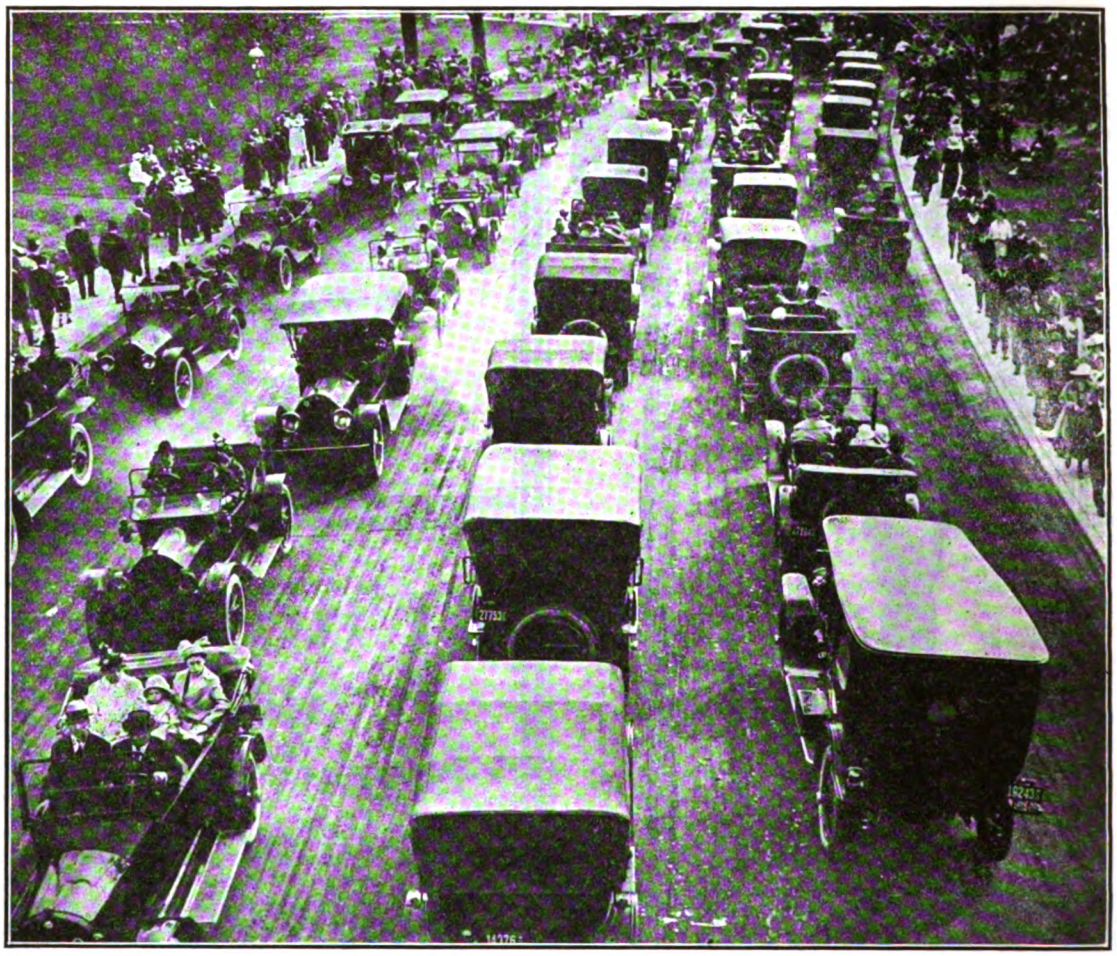
Examine the unusually simple mechanism of the Sioux Valve Grinder. Notice how the impossible-to-wear-out parts produce the reciprocating, or back and forth motion on the valve, so necessary in the best valve-grinding.

Your Jobber Sells Sioux Tools

ALBERTSON & COMPANY

Sioux City, Iowa

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Here is a view of business opportunties for the sale of tools and other accessories that is to be found throughout the entire country. Business is rushing past your door, but make sure it does not get past without your getting some of it. You cannot get it without making an effort, without having the stock. You can get your share of it by making the proper effort. The hardware trade is far better equipped in every way to secure the greater part of this business than merchants in any other line.

SAVING THE VALVE STEMS

Why valve stems pull out of inner tubes even when the tire has not been run flat, has caused considerable argument among car owners. The solution is a simple one and lies in evenly mounting the tire on the rim.

In placing a tire on a rim, the tube valve stem is inserted in the hole in the rim provided for it. Then the casing is, ordinarily, worked on the rim by successively prying it over the edges. This stretches that part of the tube where the prying is started and works an accumulation or surplus of tube at the end on the other side of the valve stem.

When the tube in this condition is inflated it cannot adjust itself, being stretched beyond normal tension on one side of the valve stem and loose on the other side. When the latter side strikes the ground first, the over-stretched side exerts a heavy pull on the valve stem. This results in a blow-out from a pulled valve patch or a torn tube.

If the tire is run the other way so that the strained part of the tube hits the ground first, there is a slight tendency to relieve the excess strain. In such a case, the tube will probably last for a considerable distance.

Many motorists have noticed this condition in an excessive wrinkling in some part of the tube. The one and only reasonable preventive is to apply the tire on the rim evenly, working from both sides of the valve stem. In this way, there will be no more stretch and pull on one side than on the other.

Harry C. Gray has succeeded Fred H. Gray as manager of the Ophir Hardware Co., at Oroville.

"CRITCHLEY-SIX"

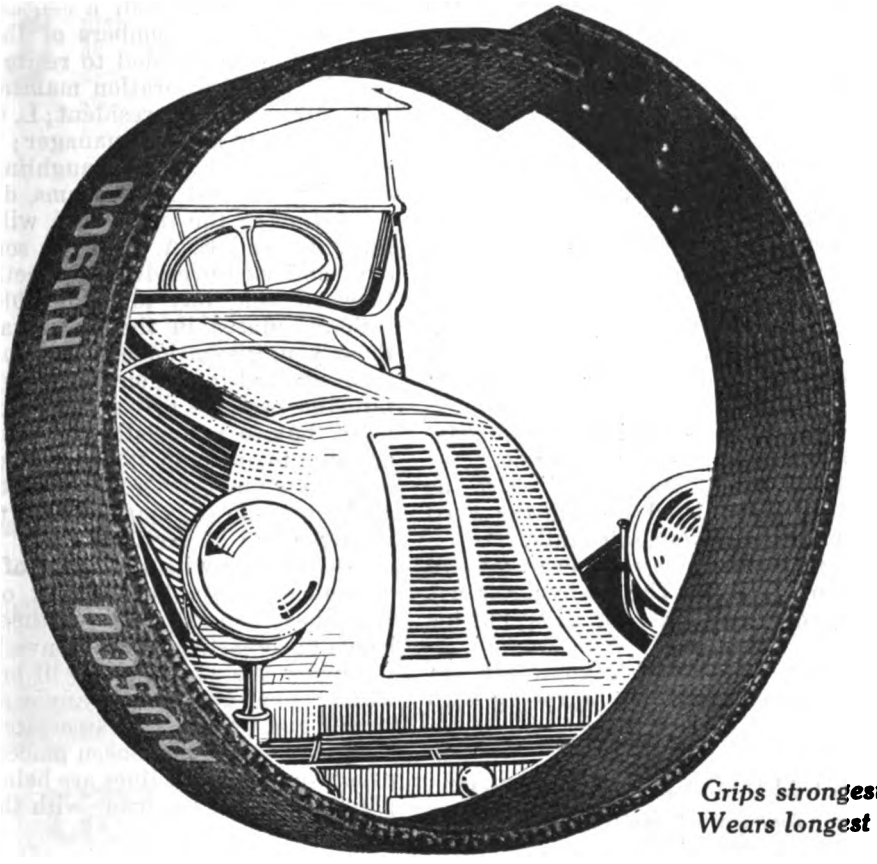
Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN
Portsmouth, N. H.

Represented by Caldwell Sales Co., San Francisco, Calif.

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RUSCO
BRAKE LINING



Grips strongest—
Wears longest

"Comfort Over All Roads"—

The Franklin stands for "comfort over all roads," and "more miles per day, more days per year."

And why?

Because every integral part of Franklin equipment is selected for its dependability and suitability—with the above ideals in view.

That the builders of Franklin recognize the importance of proper brake lining is evidenced in their selection of RUSCO.

RUSCO is a fine lining and nets you a real profit. Recommend it for relining—with confidence.

THE RUSSELL MANUFACTURING CO.
519 Russell Avenue, Middletown, Conn.

New York, 349 Broadway
Atlanta, 60 S. Forsyth St.
BRANCH OFFICES:
Chicago, 1438 Michigan Ave.
Detroit, 226 Jefferson Ave., E.

Western Representative, JOHN T. ROWNTREE, Inc., Los Angeles, Calif.
Portland, Ore. San Francisco Seattle Salt Lake City Denver Mexico City

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SUGGESTIONS FOR TIRE DEALERS

In selling tires the dealer picks up many strange and unusual phrases. Some are good, others pass muster, while many spell ruination to sales. We give below a list of the latter.

Abstain from using the word "Guaranteed" as much as possible. Substitute "Warranted by the maker."

Do not use the expression, "The best tire you ever used." The expression means nothing, besides it awakens a feeling of doubt in the mind of the prospective customer.

Do not say, "This tire will not give you any trouble." The mere mention of the word "trouble" causes a timid customer to think. Better say "This tire will give you the best of service and satisfaction."

Don't say, "This is a better tire than a ———— tire, for each time you do so you unwittingly advertise the other make of tire.

If a man says "I have always used ———— tires, do not ridicule his judgment by saying, "That's a bum tire, no wonder you had trouble," but sell your goods on their merits and by the aid of salesmanship. Remember every knock is a boost.

Do not make price secondary to quality, such as, "That's a good tire for the price."

Never refer to a "low-priced" tire as "cheap"; a tire may be listed low, but the word "cheap" has no place in your sales talk.

It will not help you to say, "I use that tire myself on my own car." The customer is not buying to suit your taste or inclination, but his own.

Don't question a customer's knowledge of tires; get him in good humor by agreeing with him.

SOUTHERN CALIFORNIA CONVENTION

The Southern Division of the California Retail Hardware Association holds its semi-annual meeting at Santa Ana April 20-22. The question of affiliating with the National Association as well as other matters affecting the trade of the Southwest will be considered.

Election of officers will be in order and the following present officers of the association will give an account of their stewardship: E. S. Campbell, president; Wm. Scott, vice president; E. F. Harford, vice president, and H. L. Boyd, secretary-treasurer.

COLEMAN-GRAMS ARE LIVE WIRES

If any of our readers who handle Coleman lamps, or who are interested in these products, do not receive Coleman-Grams, the monthly dealers' help published by the dealers' service department of the Coleman Lamp Co., we would advise them to tell the company at Wichita, Kansas, immediately.

For Coleman-Grams is a good usable monthly dealers' bulletin, edited in a wide-awake, peppy style, publishing the news of the company as well as the record of success of some merchants in your own vicinity who have sold Coleman Lamps to advantage. This cooperation and this getting together of ideas can only mean profit and help to any merchant who will read the literature and be guided by the suggestions contained therein.

UNION HARDWARE & METAL COMPANY TO CONTINUE

During the past year it had become current that the Union Hardware & Metal Co., Los Angeles, were planning to retire from business. In an announcement recently issued to the trade they state that while it is true that offers have been made for the purchase of the business, yet it has been unanimously decided by the stockholders to continue the business, which was established almost half a century ago.

Some of the members of the organization, however, have decided to retire from business, but the new corporation maintains at its head E. O. McLaughlin, president; L. C. Scheller, vice president and general manager; E. H. McGinnis, secretary, and E. H. McLaughlin, E. A. Scheller, J. F. Brooks and A. Williams, directors.

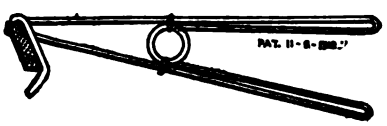
Active in the institution will be E. H. McLaughlin and E. A. Scheller, sons of the president and vice president, respectively, who look forward some day to being able to take their fathers' places in the organization. Both of these young men have had a splendid business training, and it is their desire to not only maintain the prestige and standing of the old company, but to materially do their full share in helping to develop it to still greater lines of usefulness and service. So that their plans have all been made to remain in the trade and grow stronger and better than ever.

In keeping with the spirit of the times they announce that a large block of their capital stock has been set aside for their employes and heads of departments who have been with them for many years, and this will bring into active management of the company a number of their young and progressive associates.

Large orders have been placed with the manufacturers and new lines are being added. They plan to go after the trade with their accustomed vigor.

B. L. Gunnary has organized the Gunnary Hardware Store at Astoria. His stock will include farming implements, tractors, trucks, gasoline engines, drag saws and cream separators, as well as automobile accessories.

TWO HOME NEEDS



The Chastern Patented Gas Lighter, with scissor action, works automatically prevents user from scorching hands. A good live spark from every stroke.

The Chastern Sanitary Tea Pot Strainer and Lid Protector —an invisible tea strainer that effectively protects breaking of tea pot cover.



A Broken Lid Means A New Pot

CHASTERN Inc.

211 Centre St. New York City

Write for full information.

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More Business for You



A stock of New Era Bumpers in your store means quick turnovers at liberal profits and real satisfaction to your trade. No need of a large stock of various sizes to meet the demands of every customer, free exchange of arms eliminates dead stock. One New Era Bumper will fit any car —front or rear — only the arms differ. New Eras are guaranteed against accident. Your jobber can supply on short notice.

New Era Spring & Specialty Co.
65 Cottage Grove Ave.
Grand Rapids, Mich.

NEW ERA
"Better" SPRING BUMPERS

AUTO TOPS *and* Seat Covers



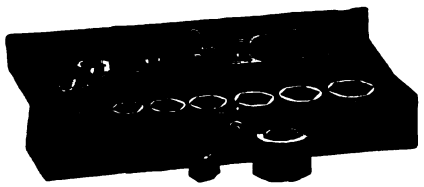
Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

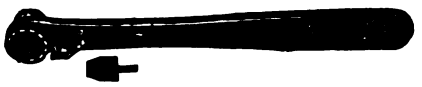
Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company
Main Office and Factory
Waco, Texas

San Francisco, California
Office: 339-41 Larkin St.

Los Angeles, California
Office: 124 South Los Angeles St.





LANE'S Ratchet Socket Wrench Sets and *"SUPER-UNIQUE"*

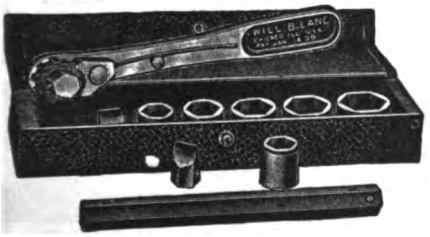
UNIQUE

(Trade Marks Registered)

DEALERS: NOTE THESE SELLING POINTS:
Round Sockets, Turned from Solid Steel Bar
Broached Hexagon Openings. Guaranteed Against Wear and Spreading

NO PROFITEERING IN OUR PRICES

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by
Will B. Lane Unique Tool Co.
180 N. Dearborn St.
CHICAGO, ILL., U. S. A.

W. H. WILBURN,
Western Representative
602 Williams Building,
Mission and Third Sts.,
San Francisco, Cal.



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NEW "X" LIQUID SALES CHIEF

A. D. Williams has assumed charge of sales for "X" Laboratories, manufacturers of "X" Liquid, and will be located with headquarters at their New York office.

Mr. Williams formerly was associated with the American Chain Company, Bridgeport, Conn., the F. Nersh Hardware Company, Allentown, Pa., and the last few years has been field manager for the Bethlehem Spark Plug Corporation, Bethlehem, Pa.

Mr. Williams has a wide acquaintance in the trade, and his many friends wish him success in his new venture.

KEEN(E) TOOLS AND TOYS

The Kingsbury Mfg. Co., Keene, New Hampshire, have issued their 1921 catalog of garden tools and mechanical boats.

This line is popular with merchants the country over. There has been an increasing demand for garden tools and mechanical toys, and the Kingsbury Mfg. Co. are in position to supply the trade promptly.

They will be glad to send catalogs and give full information to any of our readers upon request.

H. E. Brown is new proprietor of the former business of H. A. Birdwell at Eltopia, Washington.

THE CART BEFORE THE HORSE

The Bridgeport Hardware Mfg. Corp. announces several reductions all along the line in the following letter to the trade:

"Unfailing signs of the coming of the day are seen in the business sky. 'The morning cometh' and business is fast awakening.

"Far-sighted business men seem to agree that the quickest and best way to get business moving again at normal speed is to reduce prices wherever possible, take our depreciation loss and forget about it.

"Placing the 'cart before the horse' in the twentieth century seems now, as in olden times, foolishness, but we have decided to do just that thing, that is: Reduce selling prices right now and work the cost down later.

"You know how universally cancellations have been made. We have operated our plant on part time during the last sixty days and have a big inventory of high priced raw materials, goods in process and finished goods built up on high labor and material costs.

"While operating on part time we could not adopt a reduced wage schedule and it was most difficult to determine what wage reduction was fair to our men. Therefore, our available cost data was very limited and we could only review our prices with the greatest care and readjust them arbitrarily.

"Substantial reductions have been made on many items. On a few numbers where former prices were too low, no change has been made.

Price Prevailing When Shipped

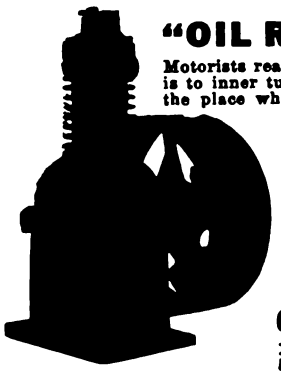
"During the period of rapid price advances, every order we booked was billed at the prices prevailing the day the order was mailed, the result to us being a heavy loss of profit in the year 1920. The same fair treatment will be accorded to you now and in future, therefore, you may place your orders for our goods with confidence that you will receive a square deal at all times.

"The new prices are based on today's market prices of raw materials, etc., and a labor cost considerably lower than actually prevails. Therefore, having discounted the future to a large extent, it is not probable that there will be further changes for some time to come.

"Business drifts only as long as business men surrender to the thought of prolonged business depression, therefore let's conspire to resume business as usual and 'carry on.'

"Remember what General Grant said after the Civil War when business was at a standstill? 'The only way to resume specie payment is to resume!'"

The Merrick Hardware & Furniture Co., Buhl, Idaho, are occupying their new building and adding materially to their line of hardware, tools, auto accessories, sporting goods, etc.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

HARVEY BOLTLESS AUTOMOBILE SPRINGS

EASY RIDING GUARANTEED

HARVEY SPRING & FORGING CO., 1183 17th St., Racine, Wis.

IMPORTANT

SUPPLY HOUSES:

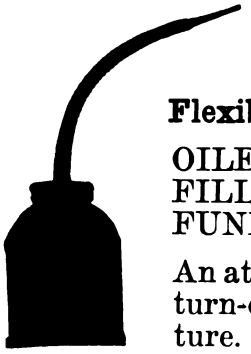
Write for our Exclusive Agency Proposition (HW) for your locality.

ALERT TOOL COMPANY

237-39-41 North Sixth St., Philadelphia, Pa.

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BEACON

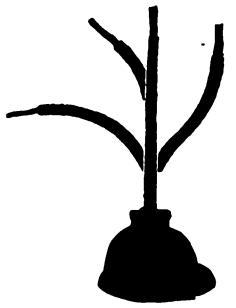


Flexible Spout

OILERS
FILLING CANS
FUNNELS

Standard Spout

MEASURE-
FUNNELS
MEASURES



An attractive and staple line affording quick turn-over and good profits. Send for literature. Order through your jobber.

MOOERS-WRIGHT CO. - 1400 Broadway, New York

Western Representatives, SPRAKE SALES CO., INC.

Los Angeles 216 Higgins Bldg. | San Francisco 525 Market St. | Portland 633 Railway Exchange Bldg. | Denver 506 Charles Bldg.

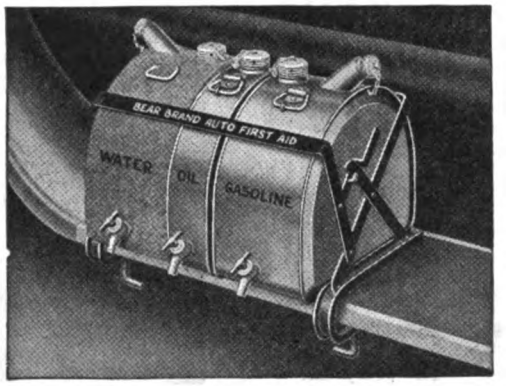






BEAR BRAND CANTEENS





No. 50 First Aid Set

CANTEEN PERFECTION

Send for folders—See the full line—Then insist on Bear Brand.

WOOLWINE METAL PRODUCTS COMPANY

Los Angeles, California - Eighth Street & Santa Fe Ave.,

SALES OFFICES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

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LIGHT, POWERFUL FENCE STRETCHER

The Kidd Bossinger Hardware Co., Little Rock, Arkansas, report an increasing demand for Glover's fence stretcher, said to be the most efficient article of the kind manufactured.

It is guaranteed to pull or lift anything, anywhere, any time. It weighs, complete, only 26 pounds, including the bar for clamping the fence, having a pulling strength of 5000 pounds.

This simple, light weight, efficient stretcher will pull 80 rods of fence and bring all the wires tight, with a minimum of effort. It is easily carried by one man. It has taken advantage of the leverage principle so that ten pounds of pull on the lever gives 120 pounds of strain on the wire, a ratio of 12 to 1.

Made entirely of steel, there is nothing to break, and having no surplus weight it is very powerful. It will pull dead stumps, can be used instead of a block and tackle for pulling pipe out of a well, for setting machinery and for pulling automobiles out of the mud.

It is guaranteed both as to material and workmanship to be perfect for the work to be done, and the manufacturers will replace any stretcher that is returned to them. The Kidd Bossinger Hardware Co. are the distributors for the manufacturers.

MAKE SPRINGS IN SPRINGFIELD

The Superior Spring Co., of Springfield, Ohio, was recently incorporated to manufacture all kinds of coil springs from wire. The most modern equipment is being installed and production is well under way, in charge of Joseph H. Sullivan, who has had twenty-five years' experience in the manufacture of coil springs.

Special attention will be given to the manufacture of porch swing springs. The directors of this new enterprise are: John L. Lloyd, Robert A. Essex, James S. Webb, Hugh Hagan and B. F. Downey.

FOR 48 YEARS

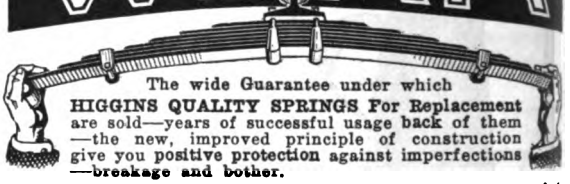
Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

EMPKIE-SHUGART-HILL COMPANY
WHOLESALE HARDWARE
COUNCIL BLUFFS IOWA

GET FULL MEASURE OF SPRING
WEAR



The wide Guarantee under which HIGGINS QUALITY SPRINGS For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 441, Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT

TRADE MADEWELL MARK

Camp Necessities



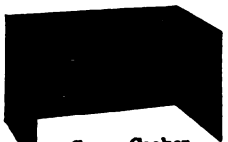
Emergency Kit Cover



"Madewell" Emergency Kit

Metal containers for gasoline, oil and water, all fitting snugly under a cover which keeps out dirt and dust and always presents a sightly appearance. Bolts to runningboard. Lock prevents theft. Quick-selling. Good profit. Two sizes.

Just what you have been looking for—a line of well made, moderately priced camp necessities that sell quickly, pay a good profit, and make friends for the dealer. "If it's MADEWELL, it's well made." IF YOUR JOBBER DOES NOT SELL THEM, WRITE DIRECT TO US FOR FOLDERS.



Camp Cooker Set Up



Camp Cooker Closed



Collapsible Camp Stove

"Madewell" Camp Cooker

Heavy wire grill with three side sections of sheet metal to give control of fire and keep dirt out of the food. Folds up into a flat, compact, easily carried package, which can be put under the cushion of either seat. The blackened surfaces fold inside. Every camper is a prospect.



Closed "Madewell" Collapsible Camp Stove

A complete range, with roomy oven, four lids, damper, and pipe. Collapses into flat compact form. Easily and quickly set up and perfectly rigid when ready for cooking. Adds a new luxury to camp life.



"Madewell" Rainbow Lawn Sprinkler

Another fast-selling Madewell specialty. Throws a fine uniform spray over rectangular section. Reaches the corners. Adjustable to throw water to one side, when desired.

MADEWELL PIPE & CULVERT WORKS
E. 12th St. and 25th Ave., Oakland, California

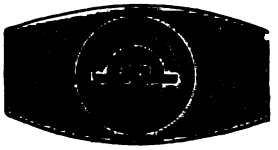
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King "Multi-Tumbler" Padlocks



Built to Serve Every Padlock Need





Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

THE KING LOCK CO., CHICAGO, ILL.

SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

Ratchet Socket Wrench No. 2



Patented May 1, 1917

"HEXALL" Ratchet Socket Wrench No. 2—11 Pieces —another favorite with motorists everywhere. It contains 7" Steel Forged, Ratchet Handle, 2 Forged Steel Screw Driver Bits, 7" Extension Bar, 7 Hexagon Sockets.

There are twelve sets—a "HEXALL" for every need. This guarantee goes with every sale:

"Break Any 'HEXALL' Wrench and We Repair it — No Charge"

R. F. SEDGLEY, Inc. Est. 1897

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street, Philadelphia, Pa.

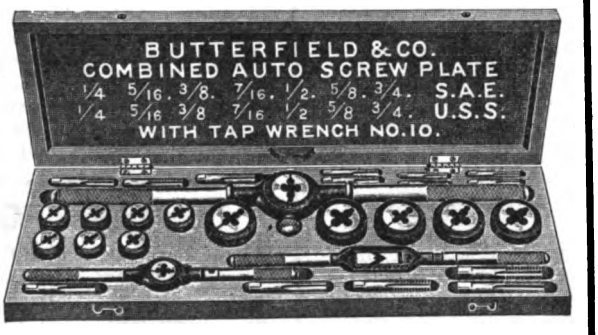
Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

BUTTERFIELD

COMBINATION

SCREW PLATES

FOR THE BIG SERVICE STATION, THE THE COUNTRY GARAGE OR PRIVATE OWNER **THIS** SET HAS NO EQUAL



Catalog No. 18 supplied for the asking shows our complete line of these Sets, as well as more than 100 other assortments.

BUTTERFIELD & CO., Div.

Union Twist Drill Co.

Derby Line, Vermont

Chicago Store
11 South Clinton Street

Pacific Coast Representative
Mr. V. S. Walsh, 560 Mission St., San Francisco, Cal.

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A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY

PORTLAND, OREGON

NEW BUTTERFIELD FACTORY

Butterfield & Co., well known manufacturers of taps, dies, reamers, Derby screw plates, etc., have recently expended $300,000 on a new factory, 350 feet long by 80 feet wide, giving them a factory floor space of 28,000 square feet, which they are now occupying.

Some 30,000 additional square feet of floor space will be added this spring, giving them one of the largest and most complete manufacturing plants for the production of small tools in the United States.

The buildings are of concrete and brick construction, embodying the very latest ideas in modern factory construction. The equipment also, in every detail, is entirely up to date, in most instances designed particularly for small tool production in large quantities, and at the same time very accurate.

The company has arranged to carry a complete stock of their tools at 62 Reade Street, New York City, with the other branches of the Union Twist Drill Co., and S. W. Card Mfg. Co.

They are also carrying a stock with their Pacific Coast representative, V. S. Walsh, 560 Mission Street, San Francisco.

The addition of these two stocks, together with that of their own store at 11 South Clinton Street, Chicago, places them in position to give the very best service to all their customers wherever they may be located in the United States.

ROWNTREE SELLING McKINNEY BUTTS

The McKinney Manufacturing Company of Pittsburgh, Pa., has anounced the appointment of John T. Rowntree, Inc., as new western representatives.

The complete McKinney line of nationally-advertised hinges, butts, door hangers, garage hardware and other products, will be sold by the Rowntree organization with offices in Los Angeles, San Francisco, Portland, Seattle, Salt Lake City, Denver and Mexico City.

THE FILES OF MANY CITIES

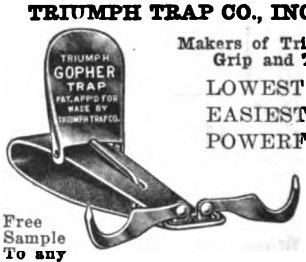
Advertising of the Nicholson File Co., of Providence, Rhode Island, as it appears in our pages, must have been noticed by our readers as something altogether unique, calling attention to the merits of their products in various cities. Recently the Nicholson File Co. had calendars made featuring the city of Detroit, and many of these calendars were sent to prominent firms in Detroit, particularly users of Nicholson files.

The Stith Hardware Co. at Terry, Montana, has added additional space for a new department where stoves and other kitchen articles will be displayed.

The "Triumph" GOPHER TRAP

MANUFACTURED BY

TRIUMPH TRAP CO., INC., ONEIDA, N. Y.



Makers of Triumph, Kangaroo, High Grip and Triple Clutch Traps

LOWEST PRICED TRAP
EASIEST TRAP TO SET
POWERFUL IN ACTION

Packed
1 Doz. Traps in Box
1 Gross in Carton
(Ready to Ship)

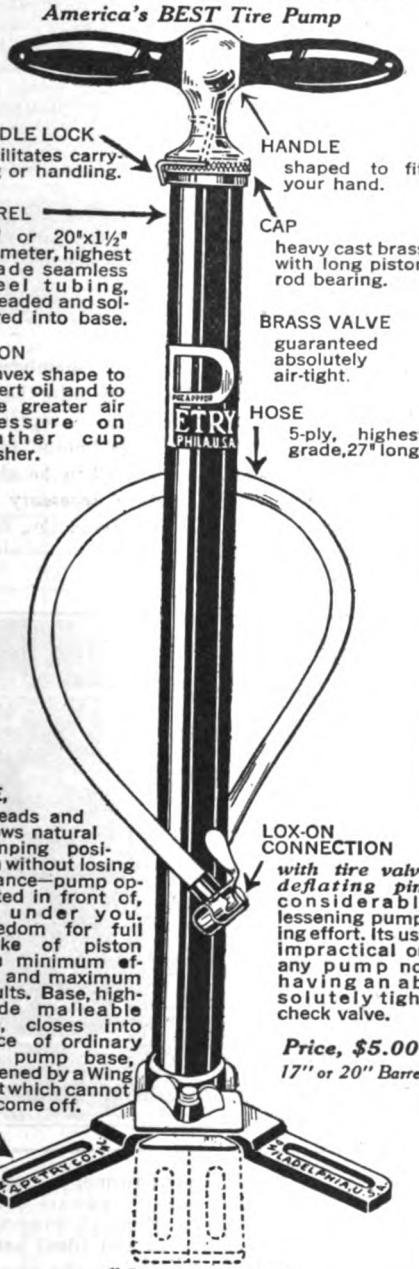
Free Sample To any Dealer.

FOR SALE BY
THE PRINCIPAL JOBBERS OF THE WEST

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THE PETRY PUMP

America's BEST Tire Pump



"Stands by Itself"

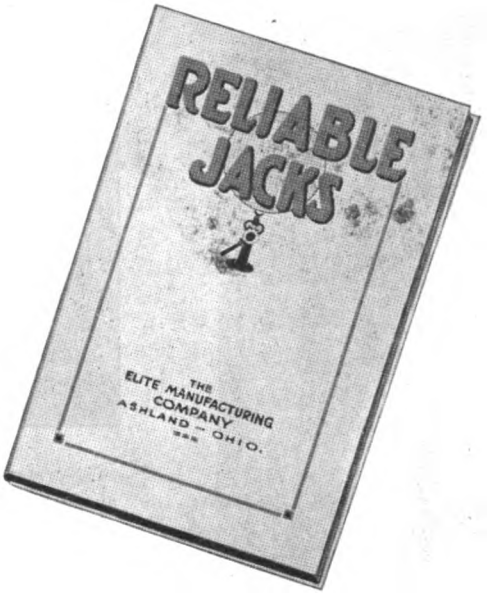
THESE SPECIAL FEATURES not found in any other pump. Finish, baked black enamel, with all brass parts polished and lacquered. PETRY design, quality and workmanship throughout. Guaranteed to make good. Patents applied for.

N. A. PETRY COMPANY, Inc.

Makers of the Petry Cut-Out, Pedal, and Ventilator

345 N. Randolph St., Philadelphia

Western Distributor, Norman Cowan Co., 445-451 Rialto Bldg., San Francisco, Cal.



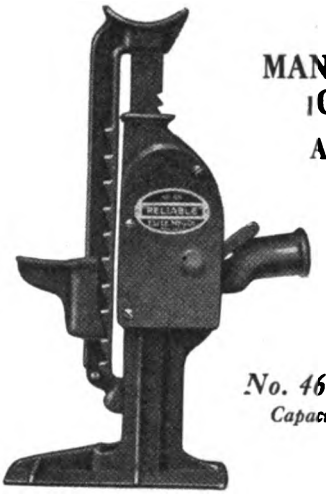
Send for a Copy of This Book

There'll be more sick tires in service this season than in any previous year.

That means more tire trouble—and more new jacks needed.

The "Reliable" line will prove a good profit producer for you.

Investigate now—write us today.



ELITE MANUFACTURING COMPANY

Ashland, Ohio

No. 46 Reliable

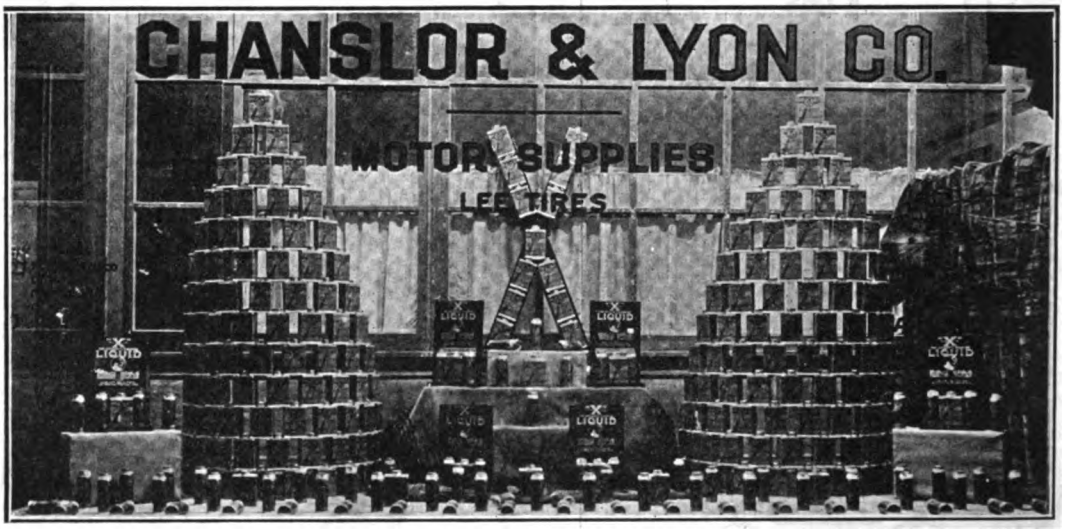
Capacity, 1 ton

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Norman Cowan has been one of the most energetic members of the automotive accessory world in the West since his entry into the field as a manufacturer's agent. He has made it a principle to represent and sell active, moving lines, and he had made the goods behind him move at all times. He made a record a few months ago when he shipped a carload of "X" Radiator Liquid to various western accessory jobbers. Here is also a recent window display of Chanslor & Lyon Co., featuring the "X" Laboratory products.



The Peterson & Boutell Stove & Heating Store has been opened on Trent Ave., Spokane. William L. Peterson and Don D. Boutell were former members of the retail department of the Holter Hardware Co. They will concentrate their efforts on Monarch ranges, the Peninsular line of furnaces, stoves and Ideal heaters.

$1.00 An Unbreakable Oil Gauge for your Ford



ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

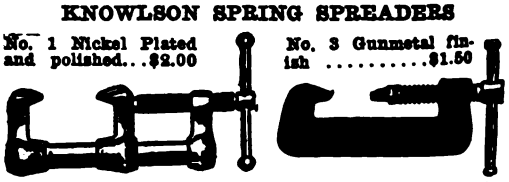
Sold by dealers everywhere, or prepaid on receipt of price

Apco Mfg. Co. - Providence

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00

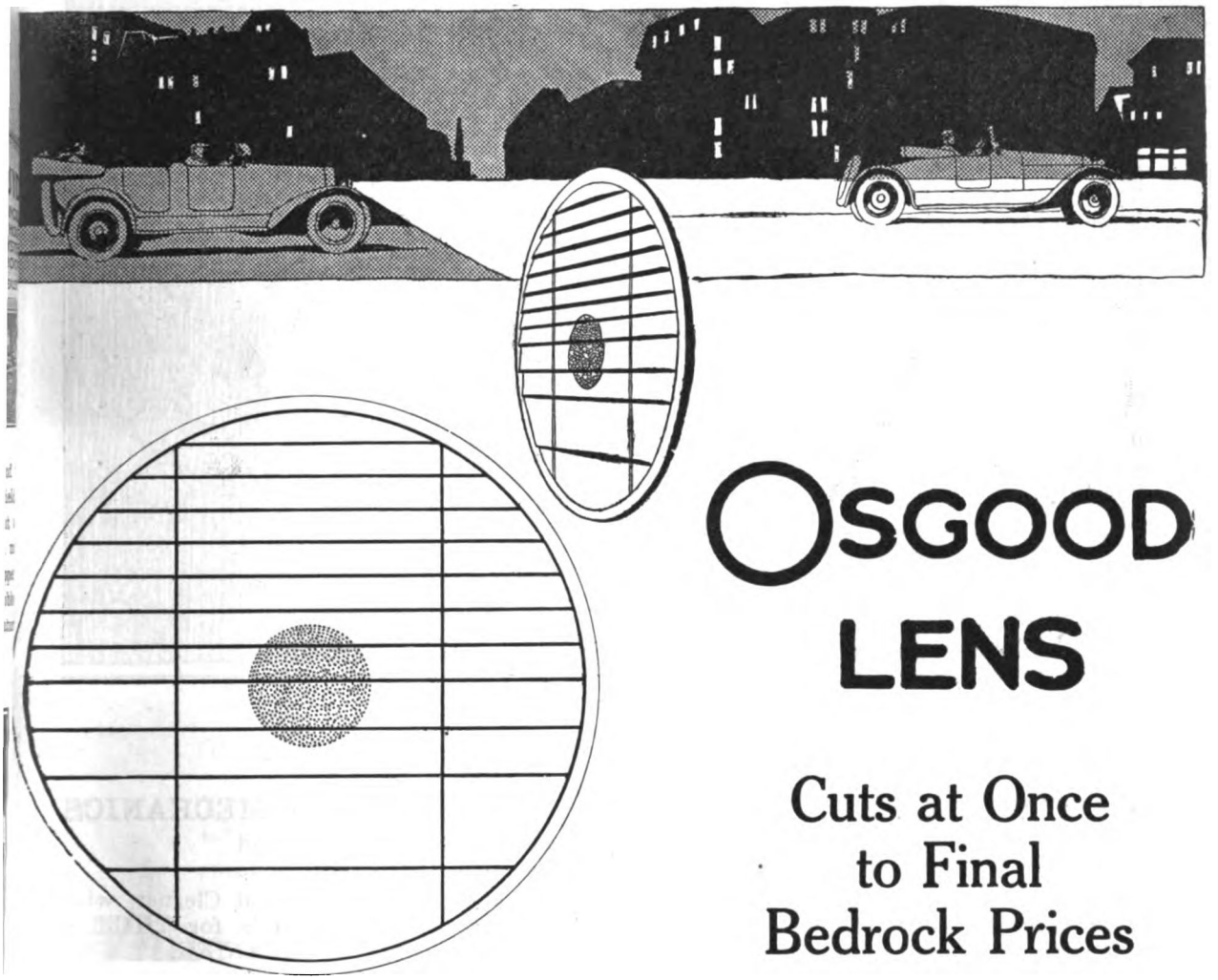
No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

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OSGOOD LENS

Cuts at Once to Final Bedrock Prices

Here's the Story:

THERE'S no use or excuse for beating about the bush, prices have got to come back to a common-sense basis and Osgood proposes to lead the procession on price reduction just as it does in dealer-cooperation and good advertising and everything else. READ THESE PRICES.

Retail Prices---Final

(Dealers and Jobbers write for Discounts)

Sizes under 7", $2.50 per pair.

Sizes 7" to 8½", inclusive, $3.00 per pair.

Sizes larger than 8½" to 9½", inclusive, $3.50 per pair.

Sizes over 9½"; $4.00 per pair.

WE owe it to the public to do this—fairly and squarely—no "backing and filling" —but at one fell swoop.

And So We've Done It!

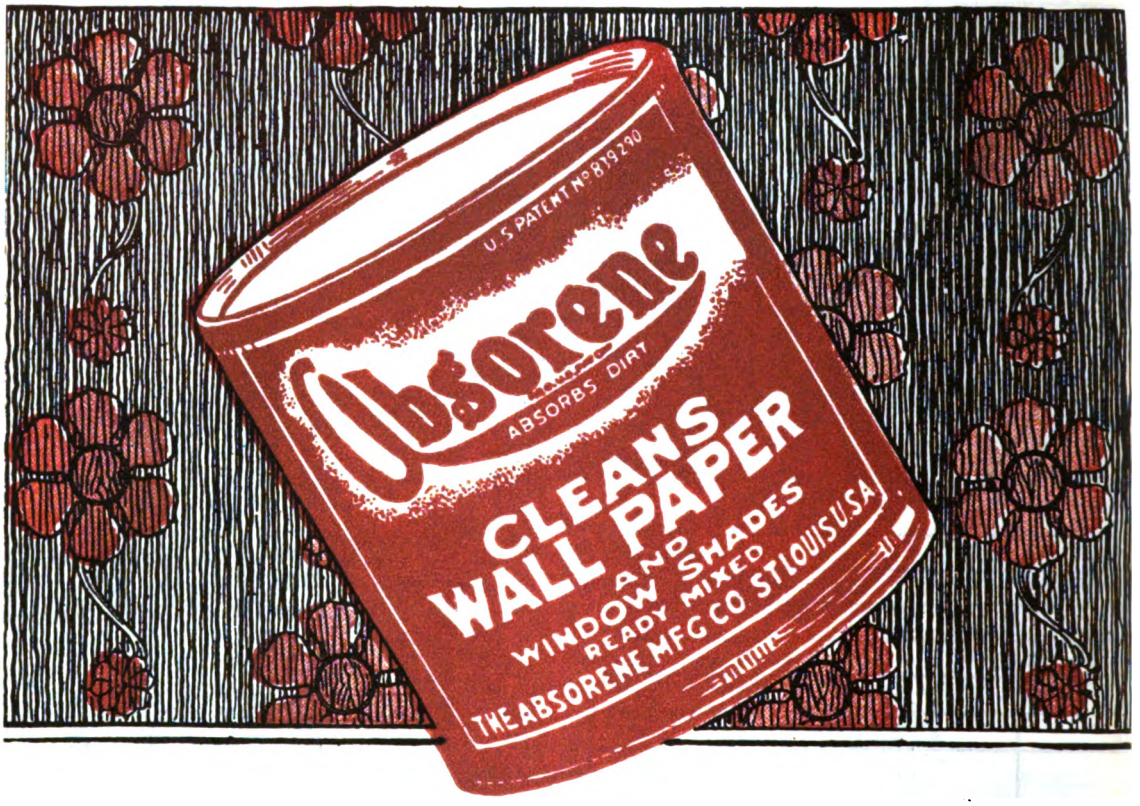
This is the final cut—the only cut—the cut to the quick.

OSGOOD—the lens that meets every legal requirement in **all the states.** OSGOOD—the lens that makes the road safe; throws the light where the driver wants it—and stops glare absolutely. "The lens endorsed by science," protected under the Clark patents. No danger of lawsuits in handling the Osgood.

OSGOOD LENS & SUPPLY CO.
Chicago, Illinois

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ESTABLISHED 1891 ESTABLISHED 1891



"THE PROFESSIONAL KIND"

MADE BY MECHANICS——————FOR MECHANICS

Preferred and used by Professional Cleaners—Painters and Paperhangers in leading cities where much Cleaning is done

Invented and perfected by a professional Wall Paper and Fresco Paint Cleaner, who personally has cleaned thousands of rooms, besides operating in St. Louis for THIRTY YEARS the largest contracting business ever known in this line of CLEANING.

WE KNOW HOW TO MAKE THE BEST WALL PAPER CLEANER, because we know how to use it and what is wanted by the workman.

IF ABSORENE is PRONOUNCED PERFECT and SATISFACTORY by these experts, who use it daily —then it must be the most satisfactory for private us ers as well.

The man who invented ABSORENE, being not only a mechanic and business man, but a chemist as well, has devoted his life for the past Thirty Years to the purpose of making a "FOOL PROOF"—100% Efficient CLEANER, that not only does the work perfectly, but KEEPS FRESH until the can is opened and used.

WINDOW TRIMS, Counter Display Signs, Fiber Signs (12x42 in.), Folders and Dealer's Helps of various kinds will be supplied to all upon request.

THE PACKAGE

Absorene is put up in 14-ounce Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails. Lithographed Show Cards are packed in each quarter gross Case.

ABSORENE was first placed on the market in 1891—Thirty Years ago—while we have always advertised and aimed to educate the public to the use of better wall paper—higher priced decorations—which can be preserved for a number of years through the ABSORENE PROCESS OF CLEANING.

MILLIONS of CANS of ABSORENE are being sold yearly, but—THIS IS AN ABSORENE YEAR. We are going to break all past sales records, judging from the business already booked throughout the U. S.

H. R. Henderson, the President and General Manager of the Company, is the Inventor and Patentee of ABSORENE—He personally GUARANTEES EVERY CAN.

THERE'S A JOBBER NEAR YOU

We have them in all markets where Wall Paper Cleaner is used and sold. If you can not get supplied promptly, write us for descriptive circulars, prices, etc.

TRY A GROSS AND BE CONVERTED

Trial can will be mailed to dealers who write on their letter head.



THE ONLY PATENTED READY MIXED WALL PAPER Cleaner

THE ABSORENE MFG. CO.
ABSORENE BUILDING
1609 to 1617 North 14th Street, St. Louis, U. S. A.

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ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble

(Blue and White)

Swedish

(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space



A Superior Product

Selling for Less

is certain to meet with increased sales, resulting in increased profits; that's WHY

The "Red Seal"

Auto Bed and Tent

"Four Beds in One"

For Tourist, Camper Sportsmen and Home

is leading ALL others in sales and gaining dealer good-will.

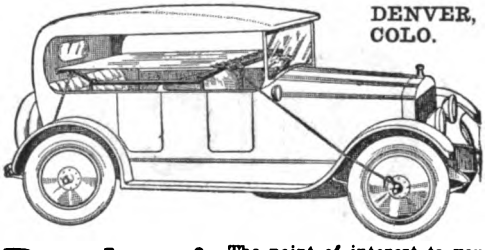
The Red Seal Auto Bed can be set up **over the seats, within any five-passenger auto,** off the running board, or entirely independent of the car without a single adjustment or additional equipment.

Equipped with a mattress that **Cannot Sag;** tensile steel springs; light steel frame—rigid and strong; folds into small neat bundle which is carried conveniently on running board.

Write today for descriptive literature and price list.

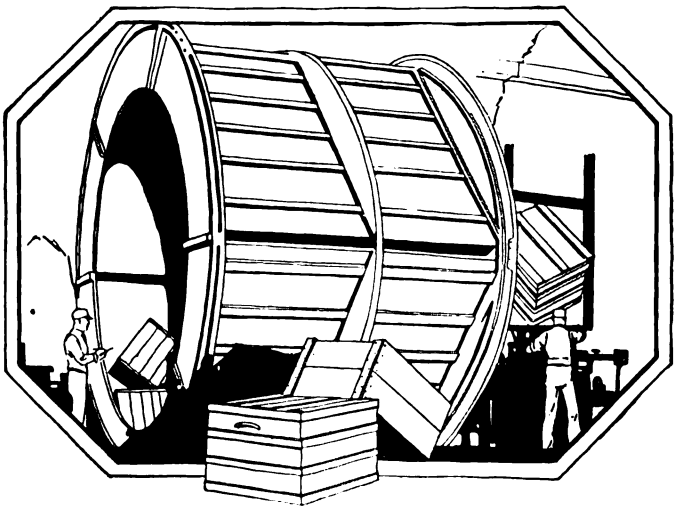
THE SCHAEFER TENT & AWNING CO.

1421 Larimer Street



Dealers! The point of interest to you is the comparatively low cost — the wide margin — the waiting market. All inquiries resulting from our national advertising in Field & Stream, Outers' Recreation, Motor Life, Outdoor Life, Vacation Manual, Hardware World, Touring Topics, Northwest Motorist, Western Canadian Motorist, etc., will be referred to you.

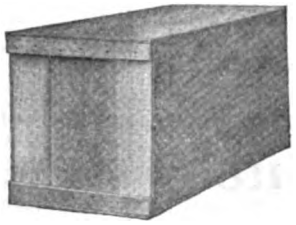
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Hundreds of Manufacturers Have Benefited by These Tests

Without obligation, manufacturers use the "Chicago Mill" testing laboratories to determine the best box for their goods. In the huge revolving drum shown above, boxes *packed with your goods* will be dropped from various heights, again and again, alighting in every conceivable position, receiving the maximum strains and buffeting of travel. From repeated tests with various boxes, the box best suited for your need can be selected without prejudice—because "Chicago Mill" makes *every type* of box in general use.

These tests have been used by hundreds to find *stronger* boxes and yet *lighter* boxes with *less displacement*—for machinery parts and eggs, glass containers and bolts, canned goods, food products, clothing, chemicals, typewriters, clocks, chinaware, confectionery—products of every conceivable nature.



Note also the corner-stress test pictured at the right of the illustration. Tests may be arranged through correspondence with the executive offices. Let us help you find the right box for your goods.

The Nailed Wood Box pictured above is produced by our Wood Products Department. We also manufacture Nailed Wood (set up or knocked down), Solid Fibre, Corrugated Fibre, Wirebound, Hinge Corner, Lock Corner and Bottle Boxes—boxes selected by test for every shipping need

CHICAGO MILL AND LUMBER COMPANY

Executive Offices: Conway Building

CHICAGO

"CHICAGO MILL"

Every Type of Box BETTER BOXES CHICAGO MILL SAFER SHIPPING *in General Use*

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NEW MANAGER CHANGES POLICY

George J. Flurshutz has been made general manager of the United Auto Supply Co., of California, succeeding W. V. Smith, who was killed in an automobile accident a few months ago. Mr. Flurshutz had been assistant manager up to this time.

A change of policy for the United Auto Supply Co. under the new management is announced. The company will hereafter devote its efforts to the wholesale and jobbing end of the business, closing their retail stores as soon as contracts and leases expire.

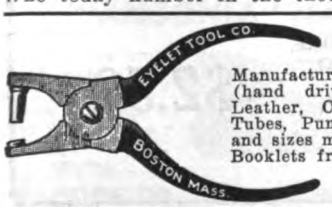


HEALTH BABY PROUD OF HER DOLL BED

With $1000 to her credit in the Bank at Chicago, hundreds of congratulatory letters still pouring in, an absorbing pet bull dog, and dozens upon dozens of visitors, little Jayne Pilling Wheeler of Chicago still has lots of time for her dolls and a Reddick Folding Brass Doll Cradle.

Jayne secured her Reddick Cradle from the toy store man, righthand aide to Santa Claus. The $1000 she received from the Chicago Herald and Examiner because Dr. John Dill Robertson and other specialists picked her as the most perfect girl baby among 12,045 youngsters entered in a "perfect baby contest." When the photographer snapped her she was telling him how she would like to spend her prize money for cradles like hers for every dollie in the land.

Jayne was told that if not her grandmother, at least her mother, played with a Reddick Wire Doll Bed when she was young, and that the manufacturers, The Michigan Wire Goods Co., of Niles, Michigan, hoped some day to make a bed or cradle for her daughter and granddaughter, and for the dollies of her little friends, who today number in the thousands.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

MOTOR MERCANTILE COMPANY

Wholesale Exclusively

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City



UNITED AUTO SUPPLY CO.

Jobbers and Factory Distributors

Automobile Accessories

711-715 MISSION STREET, SAN FRANCISCO

Send for Our Latest Complete Accessory Catalogue

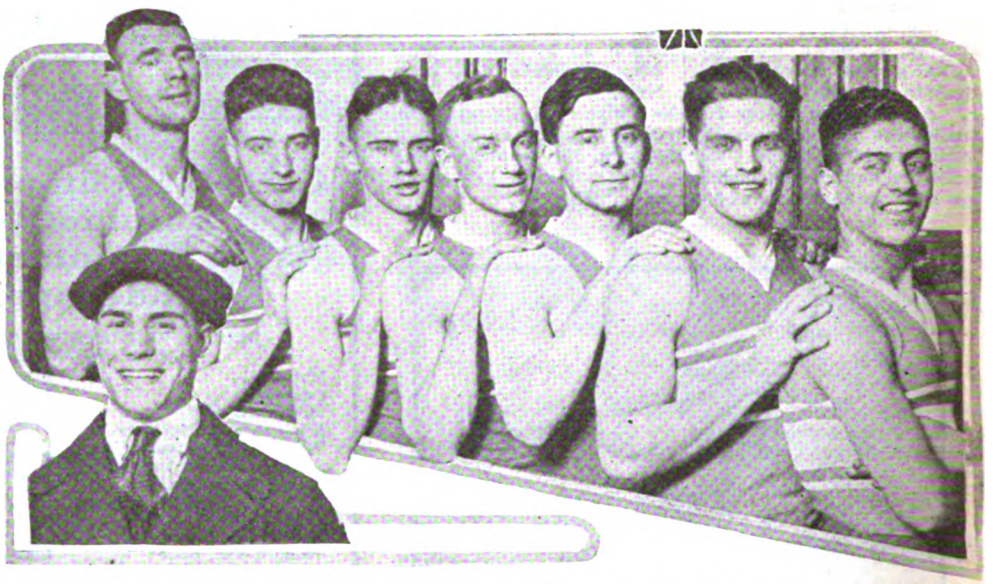
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A HAPPY, HARDY, HARDWARE TEAM

The policy of the Honeyman Hardware Co. is to encourage friendship and fellow feeling and confidence among the members of their organization.

During the recent season the Honeyman basketball team was among the fastest quintets in the Northwest. The players not only enjoyed the sport for themselves but added credit to their organization. The team was the particular interest of Walter Honeyman, manager of the retail store.

Following are the players: Reading from the left—Spud Darling, Irwin Cole, Dave Wright, Denny Williams, Captain Hubert Goods, Bill Beck and Antonio Piluso. Below is Louis Gallo, manager.



CONVERSE FOLKS

"Converse Folks" is the house organ of the Converse Rubber Shoe Co., published twice a month for the promotion of friendship and good feeling in the plant.

Vol. 1, No. 16, has just been issued and it is an enlarged edition with 80 odd pages liberally illustrated and describing pretty generally the operations of the Converse factory and the nature of their products, as well as of their distributors and producers.

The publication is as well done in all respects as are the other products of the company.

JOBBING HARDWARE SPECIALTIES

The Taylor Sales Co. has been organized by F. P. Taylor and E. B. Stoddard to job and distribute hardware specialties in the West. Mr. Taylor has called on the trade for a number of year. E. B. Stoddard was a former manager for the California Brick Co. Headquarters have been established at 278 12th Street, Oakland.

The Case Implement & Hardware Co. of Norton, Kans., are successors to M. B. Lease.

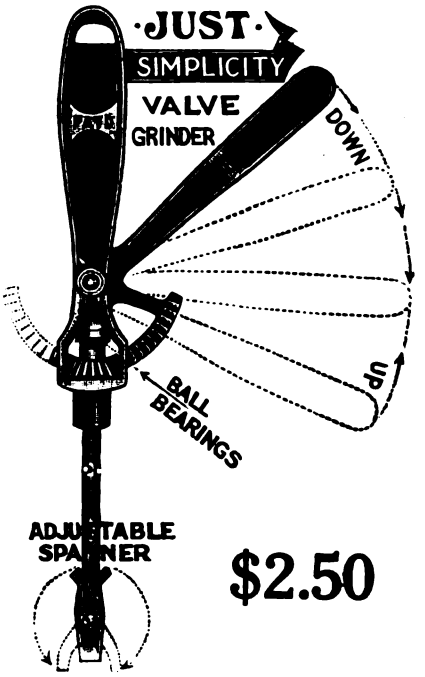
THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.

PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

ITS BALL BEARING RELIEVES USER OF ALL STRAINS.

EIGHT YEARS ON THE MARKET IS PROOF OF ITS SUPERIORITY.

UNIVERSAL EQUIPMENT & SUPPLY CO. SYRACUSE, N. Y.



$2.50

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BEAR BRAND COLD PACK CANNER

The trade will be interested in the Bear Brand Cold Pack Canner announced elsewhere in this issue, manufactured by the Woolwine Metal Products Co., at Los Angeles, and said to be the only cold pack canner manufactured in the West.

With the fruit season coming on, sugar far lower than last year and a good crop, the trade may well make plans to feature fruit canning and fruit canning apparatus this year.

Cold pack canning is acknowledged to excel other methods in the simplicity of the operation. The United States government has issued a number of bulletins and has spent much money instructing housekeepers on the advantages of cold pack canning. Here is an opportunity to tie up with this work.

The Bear Brand Canner is a container made of galvanized steel, 20 inches in height and 13 inches in diameter. The container has a tightly fitting lid and five racks for fruit jars. Each rack will hold two one-quart or three one-pint jars of any standard make. The racks are hung from the sides of the container and each has a handle or loop projecting over the outside, leaving the handle both cool and convenient, so that different units may be raised or lowered without disturbing the others.

The weight of each canner complete is 9 lbs., and the company furnishes full instructions and time table with each canner, so no one will misunderstand.

MILLER HEATER PRICES READY

Edward Miller & Co. of Meriden Conn., have their oil heater prices for 1921 ready and will be glad to quote the trade direct or through their agents, the Lloyd Sales Co., Monadnock Building, San Francisco. The new figures should be interesting to every buyer of oil stoves and heaters.

In the announcement of Edward Miller & Co., in the March issue of the HARDWARE WORLD, an unfortunate error conveyed the incorrect impression of an advance. Such is not the case.

Edward Miller & Co. are not only known as manufacturers of oil heaters, but also for their Miller inverted incandescent gas burners and their "lighting fixtures of exceptional value." The company is building a proud name for itself through the channels of the trade for their square sales policy, the quality of their products and the fine advertising they are doing in media of national circulation, reaching householders throughout the nation. Any dealer handling Miller products knows that the company is backing him up and bringing customers to his store to ask for Miller's goods.

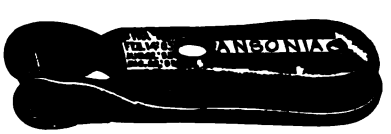
We call our readers particular attention to the announcement of Edward Miller & Co., in the current issue of the HARDWARE WORLD, so that the false impression created through a misunderstanding last month may be entirely dispelled.

H. Petterson and A. M. Sandaker have purchased the hardware stock of Archer Supply Company at Finley, N. D.

The Gray Hardware Co. recently incorporated at Grand View, Wash., with a capital of $20,000, and reports a good season's outlook.

"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



Over 1,000,000

Satisfied Users

is a strong argument that women everywhere appreciate the advantages of

THE Royal Self Heating Iron

There is not a single point about the Royal Iron that is not a decided advantage in its favor. Here are some of them:

Simple and easy to operate.
Heat can be regulated instantly.
Made of solid brass, iron and steel.
Highly polished and nickel plated.
Correct weight—6¼ pounds.
Handle always cool—protected by heat proof shield and asbestos lined lid.
Largest selling—Lowest priced.

Free to Royal Dealers

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Colored Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

ROYAL SELF-HEATING IRON CO.
Big Prairie, Ohio

Western Representatives, SPRAKE SALES CO., Inc.
Los Angeles, 216 Higgins Bldg. — San Francisco, 525 Market St.
Denver, 506 Charles Bldg.
Portland, 633 Railway Exchange Bldg.

George T. Howard Company
Wholesale Distributors for Texas
San Antonio, Texas

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Plumbing and Heating

SUCCESS THROUGH COOPERATION

"Men who strive to build themselves up by tearing down the work of their fellows generally succeed in undermining their own foundations and falling into the common ruin. The secret of success is cooperative effort and giving to everyone credit for that which is his due."

The capitalized value of cooperation is something that all successful men and industries must learn. The old saying that "competition is the life of trade" may now be changed to "cooperation is the keynote of success." Men cooperate in creating demand for their product, in building confidence, and in advancing the profession or business of which they are a member.

Men compete in giving individual service, in trying to make their product more attractive than their competitor's, and in trying to render a service to customers that will be the best possible, and while they compete on this basis automatically they cooperate in elevating their business and their profession to a higher plane and in the confidence and good will of the people.

One man can settle in the middle of a wilderness and work his head off and he will not get very far. Let one hundred men settle in that same wilderness and they will cooperate to turn the wilderness into a paradise of production. They will bring still more men, business houses and industries, and by and by a railroad will come and property values will climb.

No man fears clean competition and all men profit by close co-operation. This is true whether it be plumbers, lawyers, or baseball players.

Work constructively, not destructively; build up your business and do nothing to tear down the other fellow's.

Success is reached by the man who looks forward, not backward; up, not down; who boosts, not knocks.

Money is for the merry-go-round—not the cozy corner.

In building a home every nail driven contributes toward clinching your happiness.

THE DOLLAR SHOUTS PEP

This is to notify the public that reports to the effect that I am sick are erroneous. If I am ill, pure gold has the mumps. I did admit to a friend that the way some folks act makes me sick, but that is all there is to it. Never in all my illustrous life have I been so useful—it is pep, not pip, that I have.

Maybe I am not as popular as I once was but the day will come when people who now treat me with contempt will be glad to have me for a pal. If I cannot do the things I used to do, it is because I am not given the chance. Organically I am sound and I want it known by the might of my sacred E Pluribus Unum that they don't make 'em any better.

Therefore, be it known by all men, women and children, that if you save me now when it can be done with very little trouble, later on I will save you from trouble.

I ring true, that's what I do. Save me, old brother, save me. Yours for an easy chair in old age,

U. S. DOLLAR.

NEXT SPRING

The grass and the trees will be green next spring,
The birds and the bees will sing,
The dollars will holler and go jing-ling
And only poor man will be glum,
poor thing.

The active young robin will wiggle his wing,
And hear the fat worms at their merry dig-ging
The breeze will be sweet with its soft zephyring
And only poor man will be sad,
poor thing.

The orchards will breathe with their pink blossoming,
The lambkins will gambol and run in a ring.
The corn will shoot up while the sun is shining
And finally poor man will smile,
good thing:

He'll laugh with a shout and a merry by jing!
He'll caper and prance and laugh,
next Spring!

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CAN'T AND WILL

Two little men stood looking at a hill;
One was named Can't and one was named Will.
Can't said, "I never in the world can climb this hill."
So there he is at the bottom of it still!
Will said, "I'll get to the top because I will!"
And there he is now at the top of the hill!
Two little men are living by the hill;
At the bottom is Can't, at the top is Will.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES
84-86-87-89 Front Street, Portland, Ore.

Church White Pyralin Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patented process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies
Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. B. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

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How do Your Figures Compare?

Itemized Table of Fixed Charges for Average Prosperous Plumbing and Heating Business

MODERN scientific management is exactly what the name implies—management based on knowledge—on ascertaining facts, rather than relying upon guess work or depending upon rule of thumb methods. The wise business man, while relying ultimately on his own judgment, checks up his judgment by the opinion of others, who approach the subject from different angles.

But more than opinion, he seeks information,

ITEM	COLUMN	A	B	C	D	E	F	G	H	I	J	K	L
X	Volume of Business for Year	7,500	10,000	15,000	20,000	25,000	35,000	50,000	75,000	100,000	150,000	200,000	250,000
Y	Owners' Capital	750	1,000	1,500	2,000	2,500	3,500	5,000	7,500	10,000	10,000	12,000	15,000
Z	Borrowed Capital	425	675	850	1,000	1,500	2,000	3,000	4,000	4,000	5,000	5,000	6,000
	Overhead Accounts												
1	Misc. Office Expense (Stationery)	8	10	15	20	25	35	50	75	100	150	200	250
	Collections	(by the use of Cash Discount and Trade Acceptance, this item can be eliminated)											
	License Fee	5	5	5	5	5	5	5	5	5	5	5	5
	Telephone and Telegraph	65	75	100	125	125	125	125	135	145	145	150	160
	Light, Heat, Power and Water	15	20	25	50	60	60	65	75	100	100	125	125
	Stationery, Printing and Postage	22	35	55	70	85	110	150	190	235	275	320	365
	Trade Papers, Business Magazines	5	5	5	5	5	7	9	10	12	12	15	15
	Traveling Expense (Commission, Salaries, Bonus)	50	60	75	100	125	150	200	250	275	300	325	350
2	Office Salaries (Owner)	750	1,000	1,200	1,500	1,800	2,000	2,000	2,500	3,000	4,000	5,000	6,500
	Stenographer	350	500	600	600	700	750	750	1,000	1,000	1,000	1,200	1,500
	Bookkeeper				600	700	1,200	1,500	1,800	2,000	2,000	2,000	2,400
	Estimator							1,800	2,400	2,500	2,800	2,800	3,000
3	Auto Expense (Dept. and Owner's Business Cars)			360	375	400	700	700	800	1,000	1,000	1,000	1,000
	Truck or Wagon Expense (Including driver, where charges are made for such services per trip)	350	280	425	360	406	528	1 Trucks 608	2 Trucks 500	2 Trucks 600	2 Trucks 1,125	2 Trucks 1,000	2 Trucks 800
	Depreciation of Wagons, Autos and Trucks	25	50	75	100	200	300	400	600	600	900	1,000	1,000
	Insurance (On Autos or Truck, where charges are made for such services per trip)	3	6	12	12	15	25	50	70	125	150	150	150
4	Advertising and Donations	110	150	225	285	325	375	450	600	750	900	1,050	1,200
5	Dues (Associated Plumbers and Steam Fitters)	36	36	36	50	50	50	50	50	50	50	50	50
	(Chamber of Commerce)		25	25	25	25	25	25	25	25	25	25	25
	(Other Commercial and Civic Organizations)						15	25	35	45	50	65	75
6	Interest on Owners' Capital	52	70	105	140	155	245	350	524	700	700	840	1,050
	Interest on Borrowed Money	26	35	52	70	105	140	210	280	280	350	350	420
7	Legal Expense				10	15	25	30	40	50	75	100	125
8	Taxes (City, State and County)	15	30	40	50	70	100	150	225	250	275	350	450
9	Misc. Store Expense	3	5	5	10	12	15	20	25	40	65	75	75
10	Allowances and Bad Accounts	37	50	75	100	125	150	200	300	400	500	500	500
11	Non-Productive Labor (Labor Not Chargeable)	8	10	15	20	25	35	50	75	100	150	200	250
	Foreman (Where ½ of Foreman's time is charged as productive labor)						625	625	625	625	625	1,250	1,250
	Stockman							600	1,000	1,500	1,800	1,800	1,800
12	Fire Insurance	5	9	11	15	19	26	37	56	75	100	150	225
	Liability Insurance	8	64	128	128	184	128	192	192	256	256	320	320
	Business Insurance	37	50	75	100	125	175	250	375	500	600	700	800
13	Rent (Shop and Warehouse, Garage and Yard)	180	240	300	480	600	780	1,000	1,500	1,500	1,800	2,000	2,500
14	Depreciation (Tools, Equipment and Buildings)	50	50	75	100	100	75	100	150	250	350	500	800
15	Damaged Material	4	5	7	10	12	18	30	45	60	75	100	125
16	Tools (Supplies and Depreciation)	15	20	30	40	50	70	100	150	200	300	400	500
17	Workman's Comp. Ins. (Based on Payrolls of $5.00 per day)	110 Days 24	170 Days 41	300 Days 73	400 Days 98	500 Days 122	600 Days 147	720 Days 179	1,100 Days 277	1,600 Days 391	2,100 Days 522	2,600 Days 652	3,300 Days 815
18	Misc. Shop Expense	5	5	10	10	13	20	30	50	60	60	75	100
	Oil, Candles, Paint, Gasoline, etc.	(These items are merchandise, and should be charged to the individual job requiring them)											
19	Total of Fixed Charge or Operating Cost	2,263	2,941	4,239	5,663	6.783	9,234	13,115	17,009	19,804	23,590	26,842	31,075
20	Percentage of Overhead (To be added to the cost of labor and materials)	49.7%	47.8%	45.1%	45.2%	42.5%	40.8%	40.5%	33.3%	27.9%	20.9%	17.3%	15.8%
21	Percentage of Overhead (Based on sale price)	30.2%	29.4%	28.3%	28.3%	27.1%	26.4%	26.2%	22.7%	19.8%	15.7%	13.4%	12.4%
22	Discount (That can be given from 10% but to make 10% profit)	17.6%	18.7%	20.2%	20.2%	21.6%	22.5%	22.7%	26.7%	29.6%	33.5%	35.5%	36.3%
23	Discount (That can be given from 10%; but to make 10% profit it is allowed for cash.)	13.4% + 5%	14.4% + 5%	16% +5%	15.9% + 5%	17.5% + 5%	18.5% + 5%	18.6% + 5%	22.8% + 5%	25.9% + 5%	30% + 5%	32.6% + 5%	32.9% + 5%
24	Net Cash Profit for Year	682	909	1,364	1,818	2,273	3,182	4,545	6,818	9,091	13,636	18,182	22,727

Revised and Copyrighted 1920 by the National Trade Extension Bureau.

A CHART OF FIXED YEARLY CHARGES OR OPERATING COSTS

Compiled from actual figures obtained from successful plumbing and heating shops—tabulated for a growing business.

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definite and thorough statements of observed facts, which vary according to the case in hand.

Where is such information to be derived?

It must come from reports upon observation, from within the organization and from the outside. Information comes through visits of inspection and investigation, both official and informal; through trade organization surveys and research; through correspondence, offical and personal; through reading of trade papers, business magazines and books, and through statistics gathered from sources that made a business of gathering the needed facts and data.

A business man is not fully performing his duty, to himself and to his business, unless he spends a part of his time gathering and studying such information.

But such information needs to be tested. The testimony must be subjected to searching and critical examination before final acceptance. It comes to the desk of the business man from varied angles. Part of it is truth itself, part the belief of misguided, yet sincere, persons. Part is the work of deliberate falsifiers.

The Same True in One's Own Business

Too many executives allow their own unreliable and untested imaginings and deductions to guide and rule their business. They fix certain rules and certain plans, which are based on conclusions made at random and without analyzing the situation in a complete and understanding way.

This is particularly true as regards overhead expense. It is not uncommon for the plumbing and heating contractor to apportion his cost of doing business by deductions that are not the result of an actual knowledge. Without authentic data or substantiated figures, he concludes that his percentage of overhead is a certain amount, and upon this basis operates his business from year to year.

If the business fails to produce, he condemns his line of business, instead of condemning his own practice. More frequently perhaps he blames his competitors for the lack of profit in the business.

Compare Your Figures With These

We are reproducing a chart of the operating costs of plumbing and heating establishments, compiled from information collected by the Trade Extension Bureau. This chart was made for the express purpose of pointing out to the plumber and heating merchant just how the fixed charge account should be apportioned.

By using this chart as a plan, the merchant can make a careful analysis of his own business; comparing each item of expense with his own, to see if the various items listed run in excess of those indicated in his own expense account. The chart can also be used as a guide for determining the amount that should be spent for advertising and other items that are essential to good business management.

Overhead Increasing

Overhead expense increased materially during 1919. It is safe to say that 1920 overhead has increased in a small way over the figures shown. Just what that percentage would amount to, cannot be determined at this time, because there are not sufficient figures and facts available to warrant a definite statement. However, this chart offers much food for thought and every plumber needs to avail himself of the opportunity of studying it for his own personal gain.

We invite comment from the trade on this chart. We will be glad to explain any part or portion of it that is not thoroughly undestandable.

M. L. KLINE COMPANY ENLARGES

So steady and sound has been the growth of the M. L. Kline Co., Portland, during the last few years, and so insistent has been the demand for increased quarters to house their stock and shop, that they have spread into the building adjoining them at 80-82 Front Street., retaining of course their former location also.

With the added space the company will occupy about 30,000 square feet additional floor space, which should surely relieve congestion and pressure.

The new acquisition gives the company a corner location which should greatly improve their facilities for handling their business. Two streets from which to enter the shops and warehouse assure customers of an easier access to the M. L. Kline service.

"What's the difference between ammonia and pneumonia?"

"One comes in bottles, the other in chests."



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.

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TWO GOOD CIRCULAR LETTERS

The form underneath is offered as one that might be used with advantage. Keep informed, in every way possible, of the names and addresses of all permanent newcomers in your town. Send a letter of this sort to each one. Whether they themselves will have work for you or not, it will be publicity for you that will reflect itself in bigger and better business.

A. PLUMBER & FITTER CO.

PLUMBING AND HEATING ENGINEERS

(Date Line).....

Dear Mr. (or Mrs.).....

We are mighty glad indeed to hear that you are going to become a permanent resident of (name of town). We are writing you in a spirit of cordial welcome and in the honest hope that by experience you will find out what a good place this is to live in. If there is anything we can do to make you more immediately comfortable, you are invited to take advantage of our facilities.

In the front of our minds, of course, is the idea that you may find it desirable to have the services of first class plumbers or steamfitters. In that case, you will be glad to know that this concern has experience and equipment second to none, and employs only workmen who are competent and reliable.

This is an establishment where the customer's interest is looked after fairly and conscientiously. We don't want your money unless we can, at the same time, earn your good will and approval. A visit to our show room will give you an opportunity to examine and select from a large display of high-grade material, fixtures and appliances. Or—a postcard or phone call will receive our most prompt and thorough attention.

Yours for comfort and convenience,

A. PLUMBER & FITTER CO.

Mr. (or Mrs.).....

(Address) .....

(City) .....

Right now is the time when the farmer is especially open to suggestion along the line of investing money in the improvement of his home. This letter gives you a means of interesting him in you, your establishment and service along that line. The right appeal to the farmer will open up an exceedingly fertile and profitable field.

A. STEAMFITTER COMPANY

(Date Line).....

Dear Mr. (or Mrs.).....

You are deeply interested in the wide spreading movement for the betterment of country homes. You realize—as do all who have made any study of conditions—that more complete and comfortable homes will do much to solve the problem of keeping children and help on the farm.

The day has arrived when the farm or country home cannot be regarded as complete and comfortable unless it is equipped with modern means of sanitation and heating. The legend persists, that merely living in the country is a source of better health. That is the legend, here is the FACT. In a recent survey, a state board of health found that for 206 farm houses that could be considered reasonably sanitary, 1068, in the same district, were markedly unsanitary.

In the past, this sort of equipment for the farm house was perhaps cumbersome, unreliable and expensive. That is no longer so. We can show you that the devices we sell for farm water systems and plumbing, farm house heating and sewage disposal, are practical, efficient and economical. Any, or all of them are actual profit producing investments, in the direction of conserving health and saving time and energy, beside adding greatly to the sale value of the property.

Bring the farm home up-to-date in comfort and sanitation, and a long step is made in the direction of making farming more attractive to reliable help and to the farmer's children. We cordially invite you to command us in the matter of any information or service along this line. Call at our store and see these things demonstrated, or send us a postcard or phone call and we'll give you prompt and careful attention.

Yours for protecting health and saving money,

A. STEAMFITTER COMPANY.

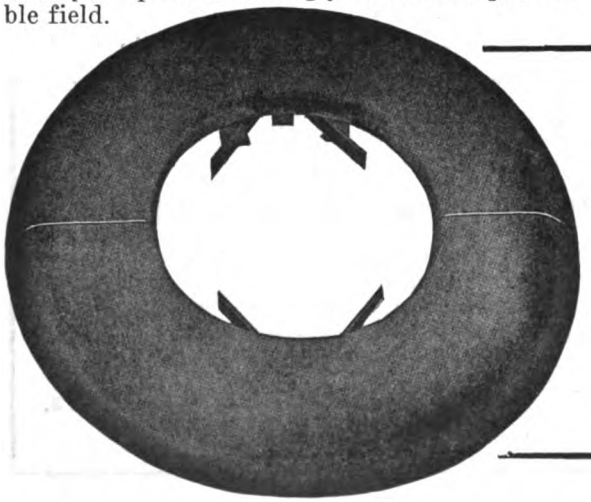
Mr. (or Mrs.).....

(Address) .....

THE SELFISHNESS OF ALTRUISM

Self-preservation is the first law of nature, but we can't afford to be selfish. Whatever is done that ought not to be done invites retaliation; and retaliation, as you all know, is but the forerunner of demoralization, from which latter no one can hope to derive lasting benefit.

We must help and guide each other, whenever possible, frankly, loyally and faithfully.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.

NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum, Bldg., Portland; Hollenbeck Bldg.; Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS

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THE DEPENDABLE MEN

There is a type of man who is built for success. He may have genius or just ordinary talent—no matter. The point is that he always "arrives." While others plod a weary way, he gets ahead.

Those who take note of his progress often cannot account for it. So they say he is "lucky." Or they whisper it about that he has a "pull with the boss."

But the secret is deeper than that. He is a man who is absolutely dependable.

Make yourself dependable, and you come as near being indispensable as any of us can hope to be. You will be the last one your employer will wish to part with, and the first one that he will want to promote to greater responsibilties.

But do not be deceived. Dependableness is a rare accomplishment—so rare that every executive is on the lookout for it wherever it may be found. It cannot be acquired by wishing for it. It is the prize that comes from self-mastery.

What is a dependable man? You can tell him by these ear-marks:

First, he is one that you can rely upon to do his own thinking. Business requires thinking, and someone must do it. The dependable man never sidesteps his share nor tries to pass it along to someone else. You always find him on the alert. His brains do not flit away on vacations, leaving his job without a guardian.

Next, he is one whose judgment you can trust. He doesn't do foolish things. He knows his own abilities; and, not being conceited, he is equally aware of his own weaknesses. He has the happy faculty of understanding other people's viewpoints and of seeking their advice when he ought. Also he knows when to act on his own initiative.

Finally, he is a man you can listen to, taking stock in whatever he says. You are sure that he speaks only after due reflection. He does not talk to the galleries or for the purpose of "grinding his own ax." He makes his suggestions and pleads his cause solely in the interest of the business.



Which way are you looking? Turn this cut upside down and see whether or not it reflects your attitude among the people with whom you daily come in contact. Your attitude determines, to a considerable extent, the trade you bring to you.

Such a man is safe. Important duties may be entrusted to him and he will handle them with diligence, good sense and earnestness.

If you are looking for the quickest route to opportunity, learn to be this type of man. There is no better time for sowing the seeds of dependableness than the dawn of the New Year. This is when one should take inventory of himself and set out to attain those qualifications which are essential to success.

Be dependable—a burden lifter. By lightening the anxieties of those who must give account for your doings, you will make yourself their favorite. And they will help you achieve your ambitions.

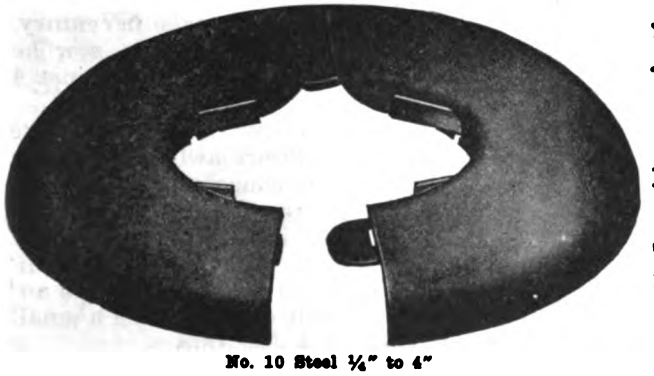
—J. Ogden Armour.

"GONE, BUT NOT FORGOTTEN"

"Are caterpillars good to eat?" asked little Tommy at the dinner table.

"No," said his father, a Tampa hardware merchant, "what makes you ask a question like that while we are eating?"

"You had one on your lettuce, but it's gone now," replied Tommy.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

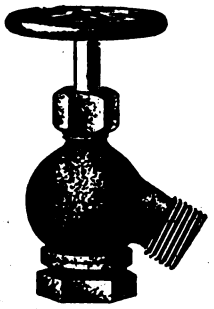
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

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Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

SCAIFE "Copper-Brazed"
TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St. Chicago, Ill.

DO YOUR PIONEERING NOW

Advertising is likely to be of special advantage now, in spite of any lull which prevails.

When trade is very active your prospects may be too rushed to give more than a casual attention to your advertisements. Now they are less crowded with business and have an opportunity to study the announcements carefully. While the opportunity for immediate sales may be less evident, you can get your story across now and lay the groundwork for business later on.

The salesman who formerly was unable to get an audience, owing to the lack of time of his prospects, is able to take plenty of time to tell his story. This is giving a chance to get in some good licks which will undoubtedly be realized on later.

SUCKSESS SEEKRETS

Sucksess Is Secreted and You Must Hunt for It—That's Sure



Onst there wuz a man who went into bizness for hisself. He sed, "I'll not Take any salary. That would be Silly as long as Awl what's here is mine anyway—onst I Get it paid for."

Sew, whenever he wanted a few dollars, he took it out of the Till, an' when his wife or children wanted any money, he Give it to them, or tole them to Charge the supplies an' send the Bill to him.

After awhile, he beguN to be hard up for Kash, an' he couldn't understand it. He sed to his Creditors, "Why, I haven't even taken any salaRy. It has all gone back into the bizness."

"What have you lived On," probed his Creditors.

"Oh, I just took Enough for food, feul, an' Wrent," he explained. "And this stock must be worth a Lot more than it wuz when I took it."

But when he come to sell it, it wuz worth less—for a thing is worth no more than it will bring. The stoar wuzn't Prosperous. He had failed to take inVentory, an' to pay hisself a fair salary, sew he didn't know it, an' he had wasted just 4 yeres findin' it out.

He Had to borrow money to move away, an' his Creditors awl lost through him. Further, his chances of goin' into bizness Again are remoTe an' sliM.

If he had paid hisself a fair salary, an' had been bizness-like in handling stock an' finances, he could have Pushed bizness an' maid it pay; or solt out an' taken a small Loss in place of A Big One.

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BEYOND THE PROFITS OF TODAY

Lord, give me vision that shall see
Beyond the profit of today
Into the years which are to be,
That I may take the larger way
Of labor and achievement; so
Help me fashion, staunch and sure
A work my fellow men shall know
As wrought to serve—and to endure.

I seek for fortune, Lord, nor claim
To scorn the recompense I earn;
But help me, as I play the game,
To give the world its just return.
Thou mad'st the earth for all of us,
Teach me, through struggle, strain and stress
To win and do my share, for thus
Can profit lead to happiness.

Guard me from thoughts of little men
Which blind the soul to greater things;
Save me from smug content and then
From greed and selfishness it brings;
Aid me to join that splendid clan
Of Business Men who seek to trace
A calm, considered working-plan
To make the world a better place.

Lord, let the faith of these be mine,
A creed creative, simple, true,
Let me but aid in their design,
Let me but share the work they do;
Teach me to hold this task above
All lesser thoughts within my ken,
That thus I may be worthy of
The name of Business Man; Amen!

—Berton Braley.

TO BE COMMENDED

It certainly is very refreshing to find an official who is not out for all he can get.

President Harding's request that congress do not enact any law legislation exempting him from the operation of the income tax stands out alone and apart from any act of a similar kind that we can remember.

When an official requests that congress does not relieve him from paying an income tax of $18,000 out of his salary of $75,000, it is worthy of more than passing notice by business men.

Generally our officials have been long on talk, but short on action.

WILKINS IMPROVED LEAD JOINT RUNNER

The new Wilkins improved lead joint runners differs from others on the market in that the clamp which holds the rope on the pipe is provided with a pouring funnel (patented) which receives the molten metal and delivers it to the joint exactly where it is wanted and without waste.

In the two smaller sizes, No. 1 for 2-inch to 4-inch pipe, or No. 2 for 2-inch to 6-inch pipe, the clamp is of wrought steel. The clamp fingers are closed upon the rope by means of a powerful but elastic spring, making the operation rapid.



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

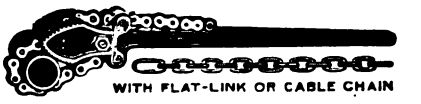
The Word TRIMO

stands for good tools made by the Trimont Mfg. Co., which are the following:

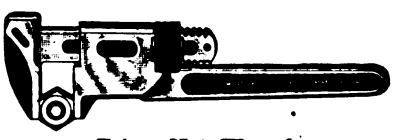
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

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W. E. FRAIM BUYS SLAYMAKER

Walter E. Fraim, son of the late E. T. Fraim, for 26 years connected with the E. T. Fraim Lock Co., of Lancaster, Pa., and president of that corporation since the death of his father in 1917, has purchased the extensive plant and business of the Slaymaker Lock Co. Mr. Fraim assumes active management and control of the concern.

In addition to the extensive buildings and manufacturing plant now on the property, equipped with latest equipment and labor-saving devices for the scientific and economical production of their product, the real estate holdings amply provide for many new buildings for the future development and expansion of the company, as contemplated by the purchaser.

The Slaymaker Lock Company was founded 33 years ago by S. R. Slaymaker, and for many years has been conducted by him as a co-partnership with his son, S. C. Slaymaker, who has been identified with the business in recent years as a full partner with his father. S. R. Slaymaker now retires from the control and any active participation in the future management of the business, but his son retains a large interest and will continue with the new organization.

No changes are contemplated in the factory operating organization which has proven exceptionally efficient and well organized. As in the past the entire efforts of the new management will be devoted to the manufacture of padlocks for every conceivable use, cabinet locks, locker locks, night latches, railroad locks, and car hardware, with such additions to the line from time to time as experience may dictate.

In addition to S. C. Slaymaker, Mr. Fraim will have associated with him Henry H. Hanton and John M. Kendig, both of whom had been with The E. T. Fraim Lock Company for over 18 years, and several old and faithful employes of Mr. Slaymaker, who have materially contributed to the success of the business in the past.

WAR RAZOR SETS NOT GUARANTEED

During the war the AutoStrop Safety Razor Company manufactured for the government a large number of safety razors. The government contract specified that these should be manufactured with the saving of all labor possible. Consequently these razors, while standard in design and quality of material used, did not have the plating and finish of the regular products.

Several cases of these razors were on hand at the time of the armistice. They have been sold at reduced prices to American and French distributors. These razors have been exposed to weather and transportation conditions to such an extent that some are seriously damaged.

For these reasons, the AutoStrop Safety Razor Company feels that they are justified in warning the trade that they do not guarantee and will not replace these sets.

PLOMB TOOL CO. LARGER AND STRONGER

The Plomb Tool Mfg. Co. are now located in their new plant at 2209 Santa Fe Avenue, Los Angeles. This is the second time they have been forced to move in the past four years to get more room.

They feel that they are now fixed for a long time, as they have one acre of land with 161 foot frontage on Santa Fe Ave., and over 300 feet deep, with trackage from all four railroads entering Los Angeles. This is the former plant of the Killefer Mfg. Co.

The company has worked out a bonus system for all the men in the tool shop who have been with them for a period of six months. It has been in operation for fifteen months and has proved very satisfactory to both employers and men.

During the fifteen months the output has increased per man instead of dropping off as has been the case with so many factories.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.



No. 206 Torch
List Price, Each, $31.00. Ask for Discount.

Please Your Customers

by selling them our No. 206 Kerosene or Gasoline Torch. In its construction we use all of our latest improvements. This Torch is fitted with the Double Blunt Point Needles which cannot injure the burner. Over sixty per cent of Torch troubles are caused by sharp pointed needles. Your customers can do more and better work with this Torch and use less fuel than with other makes. Catalog upon request. Jobbers supply at factory price.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., Detroit, Mich., U. S. A.

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NEW EXPLOSIVE THAT CANNOT FREEZE

The Giant Powder Company, Con., announces a non-freezing explosive, which should be welcomed eagerly by all blasting operators and especially by those who do cold weather blasting.

Briefly, the qualifications of Giant Non-freezing may be stated as follows: (1) Five grades for every blasting requirement; (2) Cannot freeze at any temperature; (3) Withstands the heat of summer; (4) Stability avoids premature explosions (nothing weaker than a No. 6 blasting cap should be used to detonate it); (5) Will not cause headaches to those who use and handle it; (6) Made in all standard size cartridges.

The five grades provide sufficient variety to meet every blasting requirement. In order to determine the proper grade for a particular piece of work, it is advised the consumer consult the Giant Powder Company and state exactly what the nature of the work is and what results are desired. The company's service division, which consists of men with expert knowledge and years of experience in the use of explosives, will recommend, after making careful investigation, the grade which will bring about maximum results.

The fact that it cannot freeze assures an explosive which can neither be chilled nor frozen and which can be used and handled with no decrease in its effectiveness in weather when the temperature is below zero. Here at last is an explosive which defies all degrees of cold or heat to change or affect its ingredients. All its qualities remain continually at the same high standard in the heat of summer as well as in the extrem cold of winter. Because of this fact, thawing or "doctoring" is not necessary and should not be attempted with Giant Non-freezing.

No premature explosions. This feature indicates the stability of Giant Non-freezing. It requires a No. 6 blasting cap to detonate it successfully. No ordinary blow or shakeup can be the cause of an explosion.

No headaches. This feature, which particularly those who handle and use ordinary dynamite can appreciate, for, in the majority of cases, men experience a throbbing headache as a result of handling dynamite.

The Giant Powder Company, Con., has made every effort to bring about maximum results in the use of explosives and is pleased to meet the particular needs of individual concerns, no matter how unusual conditions are. Concerns may consult the Giant Service Division and receive the proper explosive for their blasting requirements.

NICKEL PIPE STRAP WRENCH

This wrench is made from a steel drop forging and should not be confused with other wrenches made from castings. The patented cam locks the strap securely in any position.

The strap is of linen, double woven and re-inforced by three longitudinal rows of stitching. This makes it strong and durable. The strap is attached to the wrench by a single screw, which permits of the strap being reversed when it becomes worn, thus giving twice the wear that is obtained from the non-reversible straps.

This wrench will not crush the thinnest tube and it is impossible for it to slip when properly adjusted. It is manufactured and sold by the George H. Wilkins Co. of Chicago.

HAND BOTTLE CAPPER AND OPENER

The Pilot No. 12 hand bottle capper and opener is simple and inexpensive and a useful household article, which quickly and easily attaches all standard makes of metal bottle caps and is also useful as an opener.

This simple opener is the product of the Consolidated Tool Works, Inc., 261 Broadway, New York. The cappers are packed in bulk, 144 to the carton, and in display boxes, 48 to the box.



Nye the Die Man

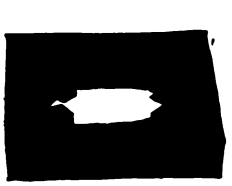
When Business Slows Up

There are just two kinds of fellows—
Those who work their friends—
And those who work nights!
When business slows up—
Speed Up!
That's why most men like Nye Dies.
They speed up output and cut down costs—
Do more work in less time with less fuss
Than any other die on earth, or **elsewhere.**

THE NYE DIE

Will get out the pipe for a job so quickly that you will have time to hustle for another job!

On free trial to any dealer.



Nye Solid Die

The Nye Tool & Machine Works
108-128 No. Jefferson St.
Chicago, Ill.



Nye Armstrong Die

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SPREADING GOOD-NATURE BROADCAST

It has come to be the pleasant duty of Herbert E. Rhoda in his contact with the trade in the Northwest to spread broadcast the optimism and spirit of square dealing which has characterized his chief, T. D. McLean, representative of manufacturers for the Northwest.

There has been no more popular member of the trade in the West than Mr. McLean. Mr. Rhoda, as Mr. McLean's right hand man, has caught this happy spirit and combines it with his natural enterprise and keen mind for the hardware business.

Mr. Rhoda's experiences have been broadened by connection with several different commercial branches. His business career began in Minnesota. During the war he naturally served in the army and since his return has been studying the hardware business under the guidance of T. D. McLean.

Many are our good friends in the hardware fraternity and many of these date back quite some period of time. So it is a pleasure to find young men like Mr. Rhoda entering the trade and working in with the best of the former generation.

ADJUSTABLE COPING SAW

The Consolidated Tool Works, 261 Broadway, New York, are placing on the market an adjustable coping saw. The direction of the blade may be easily adjusted to face any desired direction by the pins at either end of the blade without shifting the position of the hands.

The blades are tightened by turning the handle and may be locked at any angle, a convenience that every workman will appreciate.

The saws are nickel-plated and polished, with black enameled handles, and are made of heavy flat wire, strong and durable. One blade is furnished with each frame. They are packed six in a box and shipped in cases of twelve dozen, approximate gross shipping weight being 100 pounds.

The Consolidated Tool Works will be glad to give full information to any of our readers upon request.

REPRESENTING QUEEN INCUBATOR

H. M. Thomas has associated himself with C. E. S. Hill and jointly they have established offices at 404 11th Street, Oakland, California., where they are representing manufacturers in California. Among the most important of their connections is that with the Queen Incubator Co., of Lincoln, Neb.

Mr. Hill will be remembered as having formerly been connected with Baker, Hamilton & Pacific organization, while Mr. Thomas has for some time been with Wilson Willard Mfg. Co. of Los Angeles, Calif. Both men were members of the coast artillery corps during the war.

Among the manufacturers whose goods they represent are H. F. Lea Mfg. Co., Queen Incubator Co., Earp Thomas Cultures Corp., Canvas Products Co., Atherton Salter Mfg. Co., Hudson Mfg. Co., Braun Brush Co., Wilson Bros.

MADEWELL INTRODUCING NEW PRODUCTS

In this issue the Madewell Pipe & Culvert Works are anouncing to the trade their new line of Auto-Camp necessities.

One of the features of these new products is the Madewell Emergency Kit, consisting of three containers for extra gasoline, oil and water, conveniently attachable to the running board of any car.

When not in use, the containers are out of sight under a painted metal cover, which not only presents a neat appearance but harmonizes with the lines and color of the car. It also locks down to the running board, preventing theft either of the unit or any of the containers.

These Auto-Camp necessities will be sold through the jobber and marks a radical departure from the company's previous distributing policy.



No. 208 Torch
List Price Each $16.00
Ask for Discount

If You Want the Latest Improved Torch

Order our new Wonderful Kerosene and Gasoline Double Blunt Needle Torch No. 208. You will find that over sixty per cent of Torch troubles are eliminated by the use of the Blunt Needles and you will be able to do more and better work and do it quicker with less fuel expense. Remember this and insist on having the Latest and Best. Jobbers sell at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.,
Detroit, Mich., U. S. A.



Patented
No. 57 Quart Torch
No. 58 Pint Torch

OUR HOBBY

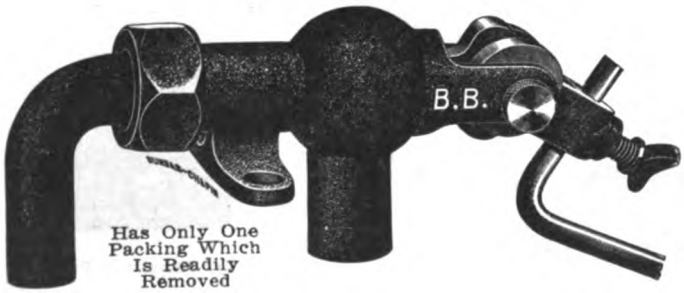
since 1876 has always been to make the best and most practical torches, furnaces, and braziers. As the result, we have built up a wonderful reputation on quality and merits. Only those who have used our tools know what satisfaction is obtained from them.

You should buy those tools which are guaranteed to give you perfect satisfaction. You want the best tools; in fact, you must use the best tools so as to compete favorably with your competitors.

Therefore, insist on the "Always Reliable" when you again order. Jobbers supply at factory prices

OTTO BERNZ CO. . NEWARK, N. J.

YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**



Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.

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AN ANIMATED BILLBOARD

Yes, this is an animated billboard as well as a modern home on wheels. It is a two-room house built on a truck chassis and completely equipped with every convenience including a Coleman lighting plant, which is making a trip from Wichita, Kansas, to Los Angeles, California. The proprietor and owner of this house-car is N. B. Dilday of Wichita, who is also salesman and representative of The Coleman Lamp Company.

The house-car has two compartments. The back and larger compartment is equipped with a folding bed, heating stove, cupboard, chiffonier and built-in drawers, and serves as a dining room, living room and bed room. The front compartment is smaller and serves as a kitchenette. Just back of and to the left of the driver's seat is a water tank with sink and gasoline urn burners for cooking.

The urn burners are a part of the Coleman lighting system, which furnishes gas for cooking and lighting. The fuel for the plant is all supplied from one tank, which is placed in the front compartment.

The route being followed by Mr. Dilday takes him through southwestern Kansas, southeastern Colorado, northern New Mexico and Arizona, across California to Los Angeles. All along his route Mr. Dilday is calling on merchants and demonstrating the Coleman lighting plant to their customers. He expects to complete his trip between May 15 and June 1.

A negress came to St. Louis city dispensary with a badly broken jaw. The doctor questioned her as to how she got it. She gave evasive answers. Finally she admitted she was "hit with a object." "Was it a large object?" asked the physician. "Tol'able large." "Was it a hard object or a soft object?" "Tol'able hard." "Was it coming rapidly or slowly?" "Tol'able fast." Then her patience exhausted, she exclaimed: "To tell de truf, doctor, I was jest nach'ly kick' in de face by a gemman friend."

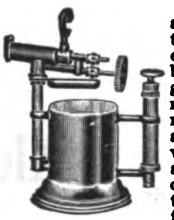
LOWER PRICES FOR DIXON'S SILICA-GRAPHITE PAINT

The Joseph Dixon Crucible Company, Jersey City, New Jersey, manufacturers of Dixon's Silica-Graphite Paint, have just announced a reduction in the price of their paint. Those interested should write for their latest paint list.

Dixon's paint has been long known as the "cheapest per year of service," because of the many years' service it gives. The long life and lower price of this favorably known paint will now enable customers to protect their structures at reasonable cost.

Harry Hampen has sold his stock to the F. D. Travis Co. at Hamilton, Michigan. They operate several other branch stores.

TURNER New Gasoline - Kerosene Torches



The Burners are all constructed alike, containing all the patent features, however different in size according to price. The baffle in the burner will generate the low grade gasoline or kerosene without adjustment. The adjusting needle eliminates enlarging of orifices that make all burners useless. The flared tube will siphon the correct amount of air regardless of adjustment or size of flame. The patent pump involves the parachute principle. Leather is free and will not wear. Drip cup made of sheet steel stamped, copper plated. Burner generates easily and produces more heat on less fuel than our old line. Our Triple Jet takes the place of our well known Double Jet, involving all the new patent features. A trial order will convince you. If not satisfactory, money refunded after three days' trial. All parts interchangeable. Jobbers will carry repairs—not necessary to be without torch—fix it yourself. With ordinary use a torch will last a life time.

THE TURNER BRASS WORKS - Sycamore, Illinois, U. S. A.

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BUSINESS OPPORTUNITIES

FOR SALE

At a bargain—1 No. 51 Round Oak Base Burner; 1 No. 172 Columbian Art Base Burner. A-1 condition. Address Roanoke Hdwe. Co., Roanoke, Ill.

FOR SALE

Completely equipped tin shop in live central Washington town. Fine location and good business possibilities. $400.00 will handle this deal, balance as you make it. A chance for a live man. Address W. W. H., care HARDWARE WORLD.

TRADE RHYMES $1.00

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

WANTED

Position in Hardware and Furniture Store. Have twelve years' experience in the business, five years as a buyer and manager. Have been located in the Middle West, but wish to get first hand acquaintance with Pacific Coast conditions with a view of permanently locating here. Address, N. Dak., Care HARDWARE WORLD.

WANTED

To buy small Hardware stock in the vicinity of San Francisco. Give full information and terms. Address Box 250, Indiana, care HARDWARE WORLD.

POSITION WANTED

Wholesale salesman with considerable sales experience, well acquainted with architects and contractors of San Francisco Bay district, desires connection with wholesale hardware or specialty house. Address F. M. M., care HARDWARE WORLD.

FOR SALE

Hardware and Plumbing business in a thriving city, 32 miles from Los Angeles, Calif. Stock will invoice approximately $30,000.00. Will sell Hardware separate if desired. No trades. Reason for selling wish to retire. Address H. N. A., care HARDWARE WORLD.

FOR SALE

Prosperous Hardware business in well settled irrigated district in Sacramento Valley. Stock will invoice at $25,000. For cash only; no trades considered. Address C. & H., care HARDWARE WORLD.

FOR SALE

A complete line of hardware, building material, plumbing goods, lumber, etc. The same will invoice about $25,000. Located in a thriving and growing community of about 10,000 people and doing a business of about $80,000 per year. Located fifty miles from railroad—therefore able to make good profits. Reason for selling is, owner wishes to retire from business. Terms: one half down, balance on time to suit purchaser. Address L. A. H. Co., care HARDWARE WORLD.

WANTED

Warm Air Furnace salesman for local territory, who is capable of handling sales, planning and supervising the installations. Sales average about one hundred furnaces a year. Address H. J. M., care HARDWARE WORLD.

WANTED

Buyer and Manager, 36 years of age, 17 years' experience in Wholesale and Retail Hardware and Housefurnishings, 8 years as Buyer and Manager, wishes connection with progressive wholesale or dept. store as Buyer and Manager. Now employed, good reasons for changing. Address L. G. L., care HARDWARE WORLD.

WANTED

Position in Hardware Store. Thirty years of age; twelve years' experience; best of references. Address H. W. B., care HARDWARE WORLD.

WANTED

Competent hardware executive, married, age 36, desires to make a change. Can qualify as manager, purchasing agent or sales manager. Experienced in general and builders' hardware, mill and factory supplies and machinery. Want to work for some reliable, aggressive firm, who aprpeciates ability; references. Address Walter L. Schmidt, E. La Vegas, N. M.

FOR SALE

Reinforced concrete garage building, 50 front by 154; corner, now bringing $150 mo. rent (14%); price $12,000. Also reinforced concrete building, 54 front by 60, now bringing $75 mo. rent (10%); price $8,500. Garage clean stock, invoiced Jan, 1, $11,000, including fixtures. Business last year $40,000 (No shop included). Also stock of groceries, hay and grain, invoiced Jan. 1, $3600, with no boss. Want to sell all or any part. I have too much. F. C. Parrish, Deming, New Mexico.

WANTED

We want a live, energetic young man with knowledge of stoves, kitchen ware and electric household appliances, who has had some selling experience. Address M. Seller & Co., 409 1st Ave. So., Seattle, Wash.

WANTED

We want a live, energetic young man with experience in the wholesale selling of Stoves, Tinware, Graniteware, Wooden and Willow Ware, and other Housefurnishing merchandise of a similar character. Address M. Seller & Co., 409 1st Ave. So., Seattle, Wash.

POSITION WANTED

By progressive young married man, as window trimmer and advertising manager. Am employed at present time by well known hardware company. I trim windows that pull trade and write convincing ads that are full of suggestions. Will furnish best of references as to honesty and ability. Am thoroughly acquainted with hardware, paints, athletic and sporting goods, stoves and ranges, auto accessories, house-furnishings, sewing machines, cutlery, electric appliances, toys, silverware, cut glass and china wares. Address M. G., care HARDWARE WORLD.

SALESMAN WANTED

High class salesman wanted to sell a "QUALITY LINE OF STOVES AND FURNACES"; also "A NATIONALLY ADVERTISED REFRIGERATOR" on a commission basis. Have territory open in Eastern Washington and Northern Idaho; also territory in all of Utah and Eastern Idaho. Address Earl C. Ward, 215 N. 20th St., Portland, Oregon

NOTICE OF CHANGE OF BUSINESS

Notice is hereby given that the undersigned, Daniel O. Janeway, has, on this 11th day of March, 1921, sold and delivered to Jesse Kunkel the business heretofore known and conducted at Romona, California, as the "Valley Hardware and Furniture Company," including the good will of said business; and that from and after said date, Jesse Kunkel, the undersigned, will own and conduct said business under the same name and at the same place, and will be responsible for all bills contracted for said Company; that all the outstanding accounts due to said Company are to be paid to him.

(Signed) Daniel O. Janeway.
Jesse Kunkel.

March 11, 1921.

Coast Made for Coast Trade



Guaranteed for 20 years

Plant No. 1, LaGrange, Illinois
Plant No. 2, Lemont, Illinois
Plant No. 4 and Rolling Mills, East LaGrange, Illinois

LIFETIME WARE
PURE ALUMINUM

Write Dept. A for Catalog

Better Service
Quicker Deliveries
Less Freight Charges

These are the advantages our Oakland Factory offers the Coast Trade

"LIFETIME" Aluminum Cooking Utensils

Outwear Any Ware Anywhere

(Pure Aluminum)

PLANT No. 3

ALUMINUM PRODUCTS COMPANY
Of the Pacific Coast
OAKLAND CALIFORNIA

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

Blank Rim Fire—	Semi-Smkls	Box Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	.....	.....
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive	1.15	1.30
32 S & W	1.05	1.15
32 S & W Long	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.80	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.80
8 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2⅛ drs. x ⅞ oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3⅛ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05
Caps and Primers—	
Percussion	.20
Musket Caps	.25
Primers, 100 in box	.35
Primers, 250 in box	.80
Empty Paper Shells—Black pow.—	
12, 16, 20 Ga., per 100	1.50
10 Ga., per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40
Empty Brass Shells—	
Best Qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10
Wads—	
Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.80

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3⅛, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Bottles, Hot Water—	
Universal	3.00
Griddles—	
Size 7	4.25
Size 8	4.75
Size 9	5.50
Size 10	5.00
Size 12	6.00
Kettles, Berlin—	
2½ quarts	7.00
4 quarts	8.25
5 quarts	10.00
6 quarts	11.00
Kettles, Maslin—	
4 quarts	6.50
6 quarts	7.00
8 quarts	9.75
12 quarts	18.25
Kettles, Tea—	
Size 6	3.50
Size 7	9.00
Size 8	9.75
Pans, Lipped Sauce—	
2 quarts	6.00
3 quarts	6.75
4 quarts	7.25
Skillets—	
Size 6	4.50
Size 7	4.50
Size 8	5.00
Size 9	5.75
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch, Slotted	.30
Waffle Moulds—	
Size 7, Low	6.00
Size 8, Low	6.50
Size 7, Deep	6.50
Size 8, Deep	7.25

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	2.25
3 quart	3.25
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.35
9½ inch	.40
10½ inch	.50
11½ inch	.60
Kettles, Convex—	
2 quart	1.35
4 quart	2.25
6 quart	2.75
8 quart	3.25
10 quart	4.00
Kettles, Preserving—	
3 quart	1.50
6 quart	2.25
10 quart	3.25
14 quart	5.00
Kettles, Tea—	
5 quart	5.00
6 quart	6.50
8 quart	7.25
Ladles—	
½ pint	.30
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1⅛ inch	1.00
Pans, Bread—	
9¾x5⅝x2¾ inch	.80
Pans, Cake—	
Round, Plain, 8⅞ in.	.50
Round, Plain, 9⅝ in.	.60
Rd., Loose Bot., 8⅞ in.	.60
Rd., Loose Bot., 9⅝ in.	.75
Square, Plain, 9½ in.	1.50
Tube, Plain, 9 inch	1.10
Tube, Plain, 9⅝ inch	1.50
Mountain, 9⅜ inch	.70
Pans, Corn Cake—	
6-cup	1.35
12-cup	2.50
Pans, Dish—	
10 quart	3.75
17 quart	5.00
Pans, Fry—	
9⅞ inch	3.25

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... 1.00
00 ..... 1.25
020 ..... 1.50
030 ..... 1.70

Boilers, Coffee
60 ..... 1.35
80 ..... 1.85
100 ..... 3.15

Boilers, Rice
14 ..... 1.15
18 ..... 1.45
22 ..... 1.85
26 ..... 2.50

Bowls, Wash
26 ..... .50
30 ..... .60
34 ..... .80

Buckets, Covered
21 ..... .50
23 ..... .75
26 ..... 1.05
28 ..... 1.35
32 ..... 1.85
150 ..... .65
350 ..... .85
450 ..... 1.00
650 ..... 1.25
850 ..... 1.65
1050 ..... 1.85
1250 ..... 2.15

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
113 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .65
2 ..... .95
3 ..... 1.00

Chamber Covers
1C ..... .30
2C ..... .40
3C ..... .50

Colanders
1 ..... .65
3 ..... .95
104 ..... .65
306 ..... .90

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .60
30 ..... .85
300 ..... 1.40

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .45

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .75

Funnels, Pieced
01 ..... .35
03 ..... .50
05 ..... .70
06 ..... .85

Kettles, Convex
03 ..... .80
05 ..... 1.00
08 ..... 1.40
010 ..... 1.75
014 ..... 2.25
020 ..... 3.15

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
73 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... 1.00
50 ..... 1.25
70 ..... 1.60
90 ..... 2.15
100 ..... 2.60
160 ..... 1.60
180 ..... 2.10
190 ..... 2.50

Ladles, Deep
100 ..... .35
120 ..... .40
111 ..... .40

Measures
02 ..... .40
04 ..... .65
06 ..... 1.25
11 Graduated. .65

Pails, Chamber
2 ..... 1.85
40 ..... 2.60

Pails, Water
110 ..... 1.50
114 ..... 2.00

Pans, Bed
1 ..... 3.65

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .50
18 ..... .70

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .75
709 ..... .90
712 ..... 1.10

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.85
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .40
32 ..... .55
34 ..... .70
36 ..... .85

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .70
04 ..... .95
06 ..... 1.15
010 ..... 1.65
012 ..... 2.00

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .35
14 ..... .45
18 ..... .55
24 ..... .75
28 ..... 1.00

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .45
100 ..... .60
300 ..... .85
350 ..... 1.05
450 ..... 1.35
550 ..... 1.80

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .75

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .35
40 ..... .40

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .60
5 ..... .75
25 ..... .95
45 ..... 1.15

Pots, Tea
00 ..... .65
0 ..... .80
20 ..... 1.00
011 ..... .80
101 ..... 1.00
102 ..... 1.10

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.50
Pans, Milk—
6 quart 2.25
Pans, Pie—
9¾ inch ..... .50
Pans, Pudding—
1 quart ..... .60
2 quart ..... .95
4 quart 1.35
Pans, Convex Sauce—
1 quart ..... .90
3 quart 1.85
6 quart 2.75
Pots, Fireless Cooker—
4 quart 1.85
6 quart 2.35
8 quart 3.00

ANCHORS—Screws per 100, 3-16, $4.15: ¼, $6.25.
Sebco, 3-16x½ in. -⅝ in. -1 in., $5.00 per hundred list; ¼x½ in. -⅝ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.25; No. 3, 30-lb., $9.50; No. 4, 40-lb., $11.00; No. 5, 50-lb., $13.00; No. 6, 60-lb., $14.50; No. 7, 70-lb., $17.00; No. 8, 80-lb., $18.50. Trenton or Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut No. 57—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.30	$1.30	$1.45	$1.70	$1.95	$2.50
Size		1½	1¾	2	2½	3
Each		$3.25	$3.75	$4.25	$7.50	$13.00
16ths	8-10	11-12	13	14	15	16
With Screw	1.65	1.80	1.95	1.95	2.20	2.20
No Screw	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
With Screw	2.40	2.40	2.70	2.70	3.00	3.00
No Screw	2.90	2.90	3.25	3.25	3.60	3.60
16ths	23	24	25	26	27	28
With Screw	3.85	3.85	4.50	4.50	5.35	5.35
No Screw	4.60	4.60	5.40	5.40	6.40	6.40
16ths	29	30	31	32		
With Screw	6.35	6.35	7.50	7.50		
No Screw	7.60	7.60	9.00	9.00		

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.
Wicking, ⅛-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb, 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $2.00; 1 lb., $2.25; 1¼ lb., $2.25.
Boy Scout—Handled with sheath, $2.25; without sheath, $2.00; sheaths, 85c.
Double Bit—Handled, $3.00; unhandled, $3.00.
Single Bit—Handled warranted, $3.25; second grade, $3.00.

BAGS—WATER—

½	gallon 1.00	Faucet, 3½	gallon 3.00
1	gallon 1.40	Faucet, 5	gallon 4.00
2½	gallon 2.00	Filter, 6	gallon 5.25
5	gallon 3.75		

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 15c lb.; No. 2, 19c lb.; No. 1, 22c lb.; No. A (genuine), 75c per lb.; Challenge, $1.10 lb.; Special Motor, 80c lb.; Excelsior, 80c lb.; Acme, 75c lb.; XXXX Nickeled, $1.15 lb.

BARS—Crow, Pinch Point No. 10, 20c lb.; Wedge No. 15, 20c lb.; Lining No. 30, 20c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 20c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 70c each; Goose Neck No. 3662, ¾ x24, $1.00 each; Straight Chisel No. 14, ¾ x15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1662, $3.65 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. See Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 80c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.00; 7-inch, $2.75; 8-inch, $4.25; 10-inch, $7.00.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.00. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.65 each; 1, $1.35; 2, $1.15; 3, 85c; 4, 75c; 5, 65c; 6, 55c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	8.75
Finished brass	1.45	1.75	2.25	2.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.65	.45
12	1.00	.80	1.85	.45
13	1.15	.95	2.00	.55
14	1.15	.95	2.10	.55
15	1.35	1.05	2.25	.65
16	1.35	1.05	2.50	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 18 bits, $7.50. R. J., 13 bits, $13.75. Irwin, 13 bits, $10.25; 8 bits, $7.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $4.00; large, $5.00.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2. 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 75c; No. 2, 75c; No. 3, 80c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	**Stanley, No. 1—**	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Wood Tackle—

	Com Sngl.	Com Dbl.	Com Triple	Pat Sgl.	Pat Dbl.	Pat Triple
3	1.00	1.80	2.50	1.40	2.60	3.35
4	1.20	2.15	3.00	1.55	2.95	3.80
5	1.25	2.30	3.15	1.65	3.00	4.05
6	1.50	2.75	3.85	1.95	3.75	5.10
7	1.80	3.30	4.70	2.25	4.35	5.80
8	2.50	3.85	5.80	2.95	5.35	6.95
10	3.85	5.90	8.25	4.50	7.75	9.80
12	6.00	...	...	6.90	12.00	15.20

Steel Tackle—

Size	Single	Dbl.	Triple
3	.95	1.75	
4	1.15	2.15	2.45
5	1.35	2.35	2.55
6	1.50	2.75	3.35
7	1.50	2.75	4.00
8	2.75	4.50	5.10
10	4.25	7.00	7.50

Wood Snatch—

6	4.50
8	6.50
10	9.00
12	11.00

Tackle—Dbl. Galv.—176

¾	.20
1	.20
1¼	.25
1½	.35
1¾	.60
2	.65
2½	.85

No. 200 Buffalo—

12" Complete	44.00
14" Complete	50.00

No. 700 Climax—

12" Complete	28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x18 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt boards)—4-foot, $1.15 each; 5-foot, $1.75; 5½-foot, $2.00; 6-foot, $2.50.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Double Zinc, $1.00; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.15	1.05	.20	1.50	.25	2.00	.30	2.50	.35	3.05
2	.15	1.15	.20	1.60	.25	2.15	.35	2.70	.40	3.35
2½	.15	1.25	.20	1.70	.30	2.35	.35	2.95	.45	3.65
3	.15	1.35	.25	1.85	.30	2.50	.40	3.15	.50	3|95
3½	.20	1.50	.25	2.00	.35	2.65	.40	3.40	.55	4.30
4	.20	1.60	.25	2.10	.35	2.85	.45	3.60	.55	4.60
4½	.20	1.70	.30	2.20	.35	3.00	.45	3.85	.60	4.90
5	.25	1.80	.30	2.35	.40	3.15	.50	4.05	.65	5.20
5½	.25	1.90	.30	2.45	.40	3.35	.50	4.30	.70	5.55
6	.25	2.00	.35	2.60	.45	3.50	.55	4.50	.70	5.85
6½	.30	2.25	.35	2.95	.50	3.95	.60	4.75	.75	6.20
7	.30	2.35	.35	3.05	.50	4.10	.60	4.95	.80	6.50
8	.35	2.60	.40	3.30	.55	4.50	.65	5.40	.85	7.10
9	...	....	.45	3.60	.60	4.85	.70	5.85	.95	7.75
10	...	....	.50	3.85	.65	5.20	.75	6.30	1.00	8.40
11	...	....	...	....	.70	5.55	.80	6.75	1.10	9.00
12	...	....	...	....	.75	5.90	.85	7.20	1.15	9.60
14	...	....	...	....	...	....	...	....	1.35	10.90
16	...	....	...	....	...	....	...	....	1.45	12.15
18	...	....	...	....	...	....	...	....	1.60	13.40
20	...	....	...	....	...	....	...	....	1.75	14.70

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
Size—	10	100	10	100	10	100	10	100	10	100
⅜	.10	.55	.10	.55	...	...	...	...	...	...
½	.10	.55	.10	.55	.10	.80	...	...	...	...
⅝	.10	.55	.10	.55	.10	.80	...	...	...	...
¾	.10	.55	.10	.55	.10	.80	...	...	...	...
⅞	.10	.60	.10	.60	.10	.85	...	...	...	...
1	.10	.60	.10	.60	.15	.90	.15	1.25	.20	1.80
1¼	.10	.70	.10	.70	.15	.95	.15	1.30	.25	1.95
1½	.10	.75	.10	.75	.15	1.00	.20	1.35	.25	2.05
1¾	.10	.80	.10	.80	.15	1.05	.20	1.45	.25	2.15
2	.10	.85	.10	.85	.15	1.10	.20	1.55	.30	2.25
2¼	...	...	.10	.85	.15	1.15	.25	1.60	.30	2.40
2½	...	...	.15	.90	.15	1.20	.25	1.65	.30	2.55
3	...	...	.15	1.00	.20	1.35	.25	1.80	.35	2.80
3½	...	...	.15	1.15	.20	1.45	.25	2.00	.40	3.05
4	...	...	.20	1.35	.20	1.60	.30	2.20	.45	3.35

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.40	.20	1.65	.25	2.00	.35	2.80
2	.20	1.50	.20	1.75	.25	2.10	.35	3.00
2½	.20	1.55	.25	1.85	.30	2.25	.40	3.20
3	.20	1.60	.25	1.95	.30	2.40	.40	3.40
3½	.20	1.65	.25	2.05	.30	2.50	.45	3.60
4	.20	1.75	.25	2.15	.35	2.65	.45	3.80
4½	.25	2.20	.35	2.75	.40	3.35	.50	4.00
5	.25	2.25	.35	2.85	.45	3.55	.50	4.20
5½	.30	2.35	.35	2.95	.45	3.70	.55	4.40
6	.30	2.45	.40	3.10	.45	3.85	.55	4.60
6½	.30	2.50	.40	3.20	.50	4.00	.60	4.80
7	.35	2.60	.40	3.35	.50	4.15	.60	5.00
8	.35	2.75	.45	3.55	.55	4.50	.65	5.40
9	.35	2.90	.45	3.80	.60	4.80	.70	5.80
10	.40	3.05	.50	4.05	.65	5.15	.75	6.20
11	.40	3.25	.55	4.30	.65	5.45	.80	6.60
12	.40	3.40	.55	4.55	.70	5.75	.85	7.00
	½"		⅝"		¾"		⅞"	
1-1½	.45	3.60	.65	5.20	.95	7.70	1.25	10.50
2	.45	3.85	.70	5.60	1.00	8.25.	1.35	11.20
2½	.50	4.15	.75	5.95	1.05	8.80	1.45	11.90
3	.55	4.40	.75	6.35	1.10	9.35	1.50	12.60
3½	.55	4.65	.80	6.75	1.20	9.90	1.60	13.30
4	.60	4.90	.85	7.10	1.25	10.45	1.70	14.00
4½	.60	5.15	.90	7.50	1.35	11.00	1.75	14.70
5	.65	5.45	.95	7.85	1.40	11.55	1.85	15.40
5½	.70	5.70	1.00	8.25	1.45	12.10	1.95	16.10
6	.75	5.95	1.05	8.65	1.55	12.65	2.00	16.80
6½	.75	6.20	1.10	9.00	1.60	13.20	2.10	17.50
7	.80	6.45	1.15	9.40	1.65	13.75	2.20	18.20
8	.85	7.00	1.20	10.15	1.80	14.85	2.35	19.60
9	.90	7.50	1.35	10.90	1.95	15.95	2.55	21.00
10	.95	8.05	1.40	11.65	2.05	17.05	2.70	22.00
11	1.00	8.55	1.50	12.45	2.20	18.15	2.85	23.80
12	1.10	9.05	1.60	13.20	2.30	19.25	3.05	25.20
13	1.15	9.60	1.70	13.95	2.45	20.35	3.20	26.60
14	1.20	10.10	1.75	14.70	2.60	21.45	3.35	28.00
15	1.30	10.65	1.85	15.45	2.70	22.55	3.55	29.40
16	1.35	11.15	1.95	16.25	2.85	23.65	3.70	30.80
17	1.40	11.65	2.05	17.00	3.00	24.75	3.85	32.20
18	1.45	12.20	2.15	17.75	3.10	25.85	4.00	33.60
19	1.55	12.70	2.25	18.50	3.25	26.95	4.20	35.00
20	1.60	13.25	2.30	19.25	3.35	28.05	4.35	36.40
21	1.65	13.75	2.40	20.00	3.50	29.15	4.55	37.80
22	1.70	14.25	2.50	20.80	3.60	30.25	4.70	39.20
23	1.80	14.80	2.60	21.55	3.75	31.35	4.90	40.60
24	1.85	15.30	2.70	22.30	3.90	32.45	5.05	42.00
25	1.90	15.85	2.75	23.05	4.05	33.55	5.20	43.40
26	1.95	16.35	2.85	23.85	4.20	34.65	5.40	44.80
27	2.05	16.85	2.95	24.60	4.30	35.75	5.55	46.20
28	2.10	17.40	3.05	25.35	4.45	36.85	5.70	47.60
29	2.15	17.90	3.15	26.10	4.55	37.95	5.90	49.00
30	2.20	18.45	3.25	26.85	4.70	39.05	6.05	50.40

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—

4-inch	.20
5-inch	.25
6-inch	.30
8-inch	.60

Cast Iron, Japanned—

3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.40

CHAIN—

Cast Iron, Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.35

CUPBOARD, Japanned—

3-inch	.55
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

FLUSH, Angle—All Finishes, Cast Bronze—

2-inch	.40
3-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50

Cast Bronze, All Finishes—

3-inch	.50
4-inch	.55
5-inch	.70

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes—

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.60
6-inch	.90
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.75
22	4.25
61	2.25
62	3.25
71	3.25
72	4.75
81	4.50
82	6.25
91	4.00
92	5.75
592	6.75

Ferrostat—

504R	11.00
505R 2-qt.	16.00
505N	16.50

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	38.00

Etanley—

50½	13.25
246	25.50
358	32.00
460	35.00

Acme—

72	22.50
78	21.50
74	26.00
75	24.00

New Langdon Imp.—

72	25.00
73	25.75
74	30.50
75	31.25

Stearn's Perfection—

20	5.00

BRACES—

P. S. & W., No. 7008, $5.75 each; No. 7010, $6.00; 7012, $6.25; 8010B, $7.50; 8012B, $8.00; 8014B, $8.25.

Stanley, No. 921, 8-inch, $6.00 each; 10-inch, $6.25; 12-inch, $6.50; 14-inch, $6.75.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.65
4x 5	.20	4x 5	.70
5x 7	.30	5x 7	.75
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	1.10
10x12	.65	10x12	1.35
12x14	1.00	12x14	....

FILLERS—Thermos and Universal—

½ Pint	1.50
1 Pint	1.75
1 Quart	2.50

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos—	Jugs.	Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.80	.20	.15
¾ to 1½-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $3.00 each. No. 4, $3.75 each; No. 8, $4.75 each; No. 44, $3.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 80c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.75	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	2.00	Rattan, 6 rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattan, 8 rows, 14 in.	1.95

BRUSHES—

CASTING—

Round	.80
Oblong	.60

Counter—

Dusting, com.	.90
Extra quality	1.20
White bristles	1.75

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	8.25

Gear—

Handles	.65
Hand or Nail	.10

Horse—

Rice Root, 12½ lb	.75
Rice Root, 18 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 18 lb.	.95
Mixed Fibre, 18 lb.	.90
Ox Fibre, 8½x9 in.	.75
Ox Fibre, 4¼x11½ in.	.85

Kalsomine—

7-in. single	2.40
8x7½ in blocks	6.75

Marking—(Round)—

White bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.30	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—

3 knots, 14-lb.	2.00
4 knots, 18-lb.	2.50

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40

Scrub—

Gray Tampico, 10"	.40
Gray Tampico, 12"	.50
Ox Fibre, 7"	.40
Ox Fibre, 10"	.50
Ox Fibre, 12"	.55
White Tampico, 8"	.35
White Tampico, 11"	.50
White Tampico, 12"	.70

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.25
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.15
Squeegee, 10-in.	.30
Squeegee, 12-in.	.35
Squeegee, 14-in.	.40
Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 2, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.

Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	3.25	4.25
2½x4½	3.50	4.35

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CESSPOOLS—BELL—

	Hinge	Loose
2-inch 6x6 Bell	1.50	1.25
3-inch 9x9 Bell	2.00	1.75
4-inch 18x18 Bell	4.00	3.25

CHAINS—Tire.

Size	Pair	Size	Pair
Tire—Weeds		4½x33	7.25
3 x30	4.50	4½x34	7.50
3½x30	5.00	4½x35	8.00
3½x32	5.50	4½x36	8.00
4 x31	6.00	4½x37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5½x36	12.00
4 x36	7.50	5½x37	13.00
4½x32	7.00	5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—

6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.

Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 30c lb.; 5-16, 25c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 25c lb.; ⅝, 25c lb.; ¾, 25c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c; No. 6, 25c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 45c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 03P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	4.00	0	2.00
10	6.25	1	2.50
12	5.75	2	3.00
22	9.75	3	4.00
32	12.75	304	9.75
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	3.50	2 R	3.50
		3 R	4.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
⅛	.20	.35	.55	.50	.50
5-16	.25	.35	.60	.50	.55
⅜	.25	.40	.65	.55	.60
½	.30	.45	.75	.65	.75
⅝	.40	.55	.85	.70	.85
¾	.45	.65	.90	.90	1.00
⅞	.75	.90	...	...	1.25
1	.80	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.75 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.

Improved Cylinder—No. 1 $6.35; 2, $7.50; 3, $6.75; 4, $8.75.

Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.

Glass Family—Universal, No. 15; $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dazey, No. 10, 65c; 20, 95c; 30, $1.25; 40, $1.50.

Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.

Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.

Dash and Handle—25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft., pair, $6.50; 1½ ft., $7.00; 2 ft., $7.25.

Carriage Makers—Common—2½in., 70c; 3-in., 80c; 4-in., $1.10; 5-in., $1.45; 6-in., $1.85; 8-in., $2.75; 10-in., $3.75; 12-in., $4.75.

Quilt Frame—No. 1, 10c each; 8, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅝ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.25
No. 1	5.75	No. 1	3.75
No. 2	8.00	No. 2	3.75
No. 3	10.50	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 8, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized— Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.18	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
⅝ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05½
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal, Galvanoid	.06
8 mesh	.14	16 M—Opal, Galvanoid	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each
Ball—	½-inch...	1.25
	⅝-inch...	1.50
	¾-inch...	1.85
	1-inch...	3.35
Floats—	5-inch...	.55
	6-inch...	.95
	7-inch...	1.35
	8-inch...	2.10

No.		Each
Gas Hose—	⅜-inch...	.35
	½-inch...	.40
	¾-inch...	.55

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.65	.75	.80	.90	1.50	2.25	3.00	5.25

COMPASSES—No. 40-4, 45c each; 6, 60c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each; No. 30, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.

Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—2-gal. with push faucet, $5.50 each; 3-gal., $6.75; 4-gal., $8.50; 6-gal., $10.00; 8-gal., $12.50; 10-gal., $14.50.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.			
8½ inch.....	3.00	5 pints	2.50
9½ inch.....	3.25	6 pints	2.75
10½ inch.....	3.50	Tea Pots.	
Coffee Pots.		2 pints	1.75
3 pints	2.00	3 pints	2.00
4 pints	2.25	4 pints	2.25
		5 pints	2.50

COPPERS, SOLDERING—Family—

1, per set	10.50
2, per set	11.25
Tinners—	
½ pound, per pair	.25
1 pound, per pair	.35
1½ pound, per pair	.50
2 pound, per pair	.60
3 to 14 pounds	.55

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Silver Lake—Per hank: No. 6, $1.65; 7, $2.15; 8, $2.65; 10, $4.25; 12, 5.25.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $20.00; 6, $30.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.35; 4, $15.30.
Trimo—No. 11, $3.40 each; 12, $4.50.

DAMPERS—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.50	12A	6.50
8½	9.50	87	12.00
9½	14.00	97	12.75
10½	24.00	118	7.50
490½	20.00		
1008	13.00		
1005	21.50		
11	22.00		

Goodell-Pratt Breast Drills—

6	5.65	98	5.75
07	5.50	105	3.75
245	5.00	306	5.50
279	13.25	343	4.00

Millers Falls (Breast)—

12	7.50	1980	5.75

Yankee—Millers Falls, Hand—

1	3.50		
2	5.25		
2B	4.75		
3A	4.00		
5	4.00		

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.00	455	9.25
4½	2.80	545	12.00
5½	5.20	550	10.50
5½ B	5.20	555	13.75
49	2.80	1430	4.50
53	3.70	1445	8.00
54	4.90	1455	9.25
154	5.00	1530	6.00
259	6.40	1540	10.00
329	3.40	1545	11.50
379	3.50	1550	11.75
385	8.40	1555	13.75
445	8.00		

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	50	4.80

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.25	12	.50
3	.25	13	.55
4	.25	14	.60
5	.25	15	.65
6	.25	16	.70
7	.30	17	.75
8	.35	18	.85
9	.40	19	.90
10	.45	20	.95
11	.45	24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20	15-32	.80
3-32	.20	½	.90
⅛	.20	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.50	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.25
13-32	.70	1	2.50
7-16	.75		

Straight Shank Carbon Steel, Short Set—

1-32	.15	7-32	.35
3-64	.15	15-64	.35
1-16	.15	¼	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
⅛	.15	⅜	.50
9-64	.15	13-32	.60
5-32	.15	7-16	.70
11-64	.20	15-32	.85
3-16	.20	½	1.00
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25	36 to 40.....	.16
6 to 10.....	.22	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.20	51 to 55.....	.15
21 to 25.....	.20	56 to 60.....	.15
26 to 30.....	.16	61 to 80.....	.15
31 to 35.....	.16		

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

¼	18.00	9-16	36.00
5/16	22.00	⅝	38.00
7-16	26.00	¾	52.00
½	30.00		

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—
E940 ..... 22.00
E9850 ..... 20.00
Grills—
E982 ..... 13.25
E984 ..... 14.00
Heaters, Immersion —
E970 ..... 6.00
Irons, Curling—
E9901 ..... 6.75
E99011 ..... 7.50
Irons, Pressing—
E901 ..... 9.00
E902 ..... 8.00
E905 ..... 8.00
E9023 ..... 7.25
E9035 ..... 8.00
E9051 ..... 9.00
Pads, Heating—
E9940 ..... 12.50
Percolators—
E9435 ..... 15.00
E9437 ..... 16.50
E9439 ..... 18.00
E9635 ..... 13.00
E9637 ..... 14.50
E9639 ..... 16.00
E9646 ..... 19.00
E9649 ..... 21.00
E9676 ..... 12.00
Ranges, Table—
E9841 ..... 22.00
Stoves—
E998 ..... 9.50
E997 ..... 9.50
E9960 ..... 8.50
Toasters—
E945 ..... 9.00
E946 ..... 7.50
Urns, Coffee—
E916 ..... 19.00
E919 ..... 20.50
E9136 ..... 16.50
E9146 ..... 21.50
E9149 ..... 24.00
E9166 ..... 25.00
E9169 ..... 27.50
E9176 ..... 17.50
E9179 ..... 19.00
E9166044 ..... 47.75
E9169044 ..... 50.25
Vacuum Cleaners—
E701 ..... 89.50
Attachments 10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $11.25 each; 20502, $21.00; 20503, $25.00.

Grills—No. 116G1, $13.00 each; 186G1, $14.00; 20101, $12.50.

Heaters, Air—No. 30403, $12.50 each; 30404, $14.50; 30603, $36.00; 30604, $49.00; 116A4 (Hedlite), $12.35.

Heaters, Immersion—No. 113W16 (50201), $5.75 each; 115W16 (50202), $6.75; 115W17 (50203), $8.25.

Irons, Curling—No. 112L1, $7.50 each; 112L2, $6.75.

Irons, Pressing—1113S12 (11103), $8.75 each; 115F22 (11203), 3-lb., $7.25; 115F5 (11205), 5-lb., $8.00; 115F17 (11206), 6-lb., $8.00; 11307, $10.50

Pads, Heating—114Q3 (50142), $10.00; 114Q4 (50151), $11.25.

Percolators—No. 20611, $12.00; 20620, $13.50; 20621, $14.50; 20622, $19.00; 20650, $19.50; 114P18 (20651), $25.50; 114P17 (20652), $27.50.

Stoves—No. 116D1, $11.00; 186D1, $12.50; 20301, $8.00; 20302, $8.50; 40101, $8.50; 40102, $10.25; 40103, $14.00; 40104, $16.05; 40105, $19.50; 40106, $7.25.

Toasters—No. 114T5, $7.50; 115T1, $9.50.

Vacuum Cleaners—No. 112V2, $45.00; Attachments, $11.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.06
Lamp Guards, Style A—16 C. P	.40
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10

	Feet
Loom, 7-32 (250 feet in coil)	.10
¼ (250 feet in coil)	.11
	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 319, Cleat, Mesco No.16445	.20
No. 333, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.65
Sockets, ⅛-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.95
Sticktite Friction, ½-lb. rolls	.95
Paraweld Rubber, ½-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.04
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	1.25
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—
7-inch, each ..... .25
8-inch ..... .30
9-inch ..... .35

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	6.00	.85
3-16 inch	2.00	.30	⅛ inch	4.50	.25
¼ inch	2.50	.35	3-16 inch	6.00	.30
5-16 inch	3.00	.45	¼ inch	7.50	.35
⅜ inch	3.50	.65	5-16 inch	9.00	.40

FILES—

Length, inches—	3-3½	4½	5½	6	8	10
Band Saw, Slim	...	...	...	.25	.30	.45
Knife, Bast.	...	...	...	.45	.50	.60
Regular Taper	.15	.15	.20	.25	.35	.55
Slim Taper	.15	.15	.20	.20	.30	.50
Warding, Bast.	...	...	...	.35	.40	...
Length, inches—	**3-4**	**6**	**10**	**12**	**14**	**16**
Flat Bastard	.20	.25	.40	.55	.80	1.05
Half Round Bast.	.30	.40	.55	.70	.90	1.20
Mill Bastard	.20	.20	.35	.45	.65	.85
Round Bastard	.20	.20	.35	.45	.65	.85
Square Bastard	.25	.30	.45	.60	.80	1.10

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, e.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each....$ .25
Case and Bulb, each .75 .85

Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	6.45
2	4.60	3	7.65
3	5.55	4	9.45
4	6.80	6	11.85
6	8.60	8	15.40
8	11.10	10	20.50
Toy	4.00	12	24.50
White Mountain		15	29.25
1	5.55	20	38.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.55.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —

Stebbins—¾-inch, 75c each; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.75; 1½-inch, $2.10; 2-inch, $3.00.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.85	77	1.85
94	2.15	71	1.00
95	2.00	90	.80
95½	1.65	91	1.85
Marking—Stanley—		92	2.75
61	.15	97	1.30
64	.50	98	2.00
65	.90		

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	80%	80%
Double Strength	80%	80%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅝	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.35
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c. Railroad—Clear, 30c each; Green or Red, 35c. Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 75c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

No. or Brand	Lb.
AAA	.60
B	.70
OX	.45
D	.35
GX	.50
LXX	.45

Imperial Liquid—

Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	½ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt
List, doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.50 each; ⅜-inch, $1.50; ½-inch, $1.65; ⅝-inch, $1.70; ¾-inch, $1.80; ⅞-inch, $2.00; 1-inch, $2.10; 1¼-inch, $2.25; 1½-inch, $2.50; 1¾-inch, $2.75; 2-inch, $3.25.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GALVANIZED WARE

Boilers, Wash

227	2.75
228	3.00
229	3.25

Bowls, Wash

7	.35
7½	.40

Buckets, Fire

314	.75

Buckets, Well

101 (10 qt.)	.65

Cans, Garbage Smooth

200	1.00
300	1.35
400	1.75
500	1.85
600	2.25
700	2.75

Corrugated

2	1.15
3	1.50
4	1.90
5	2.10
6	2.50
70	2.65
80	6.75
90	7.75
100	10.75

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.70
505	1.80
605	2.10

Cans, Oil

0	.60
02	.90
15	.65
25	2.00
105	1.60
205	2.10

Canteens, see page 195.

Dippers, Laundry

525 (4-qt.)	.60

Hods, Coal

615	.80
616	.90
617	.95
618	1.00

Pails, Cement

14	1.75
114	2.90

Pails, Chamber

8-qt.	.90
10-qt.	.95
12-qt.	1.00

Pails, Stock

14	.70
16	.80
18	.90
20	1.00

Pails, Water

8	.40
10	.45
12	.50
14	.55
16	.60

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	1.00
4	1.50

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.65
522	1.85
526	2.25

Tubs, Foot

51	.80
52	.90
53	1.05
54	1.35

Tubs, Wash

A	.75
B	.80
0	1.00
1	1.15
2	1.35
3	1.60
10 S	1.75
20 S	2.00
30 S	2.25

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RETAIL SELLING PRICES—Continued.

GRAPHITE—Flake, per lb., 30c.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.		
15 to 40 lbs.	8.00	19 inch	1.50
40 to 200 lbs.	8.00	Mounted—Hand—	
Over 200 lbs.	8.50	7 inch	3.00
Fixtures and Axle—		8 inch	3.25
15 inch	1.25	10 inch	4.00
17 inch	1.40	12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power—					
Lgth.	Wdth.	Lt.	Heavy.		
8"	9-16	.90	....		
10"	⅝	1.15	....		
10"	¾	1.35	1.95		
10"	1	....	2.45		
12"	⅝	1.35	....		
12"	¾	1.60	2.35		
12"	1	2.30	2.95		
14"	⅝	1.70	....		
14"	¾	1.90	2.75		
14"	1	2.65	3.50		
16"	¾	2.15	3.15		
16"	1	3.05	3.90		

17"	¾	3.30	....
17"	1	3.25	4.15

Hand, Lenox—		
Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Starrett, Victor, Star—		
8-inch	.10	.85
9-inch	.10	.95
10-inch	.15	1.10
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—No. 41½, $3.60 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

HAMMERS—Maydole Carpenters' Nail—No. 1, $2.35 each; 1½, $2.25; 2, $2.00; 11, $2.25; 11½, $2.00; 12, $1.85; 12½, $1.80; 13, $1.75; 14, $1.65; 34, $1.50; 611½, $3.00; 710, $3.00; 711, $2.25; 711½, $2.00; 712, $1.85; 713, $1.75.
Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.
Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.25; 770½, $2.75; 771, $2.50; 772, $2.25; 773, $2.00; 774, $1.85; 775, $1.75; 776, 1.50; 777, $1.45; 778, $1.85.

HAMMERS—

Plumb's Carpenter's Nail—	
K1	1.25
TC 1½	1.25
A 11	1.20
A 11½	1.15
A 12	1.10
C 11½	1.50
C 12	1.45
P 80	2.25
P 81	2.15
P 82	2.00
P 83	1.90
P 84	1.80
P 85	2.25
P 86	2.15
P 87	2.00
Plumb's Engineers—	
261	2.00
262	2.15
263	2.35
264	2.50
Plumb's Machinist's Ball Pein—	
18	.65
370	1.40
371	1.50
372	1.50
373	1.55
374	1.65
375	1.75
376	1.85
377	2.10
379	2.50
381	2.75
Plumb's Riveting—	
220	1.25
221	1.25
222	1.35
223	1.50
251	1.40
252	1.50
253	1.60
254	1.65
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Axe, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼ x4	....	....	2.30
2¼ x4½	....	....	2.40
2½ x4½	1.35	1.60	2.50
2½ x5	1.40	1.75	2.65
2¾ x5	1.65	2.00	3.80
2¾ x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. P. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No.	With Brackets		
20½B	for 31 track	5.10	
27½B	for 31 track	7.50	
	Without Brackets		
30	for 30 track	2.40	

135-1 for 31 track	3.50
38-1 for 61 track	1.65
Myers No. 3	3.50
Myers No. 4	2.75
Lanes No. 25	1.40
Wilbern, rnd. tr., No. 5	3.00

HANGERS, PARLOR DOOR—Complete with track—
Richards-Wilcox, Double.
No. 11 with 14 ft. of track 5.00
Size. No. 221

25	12.00
26	12.00
27	13.15
28	14.25
29	15.40
210	16.50

Richards-Wilcox, Single.
No. 11, with 7 ft. of track 2.50
Size No. 221
18 6.00

14	7.15
15	8.25
16	9.40
17	10.50
18	11.60
Prouty, No. 5S	4.35
Prouty, No. 5D	8.75
Lanes, No. 0105	4.85
Lanes, No. 0105A	4.65
Lanes, No. 0105NT	3.75
Lanes, No. 105A	9.45
Lanes, No. 105	11.50
Lanes, No. 105NT	7.75

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 45c; 12-in., 75c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 35c; 4½-in., 50c; 6-in., 70c.
Lock—20, Prouty, 75c each; 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 45c. SC915Z, 3-in., 40c each; 4½-in., 45c; 6-in., 70c. SC925-6, 45c each; 941J, 65c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15, St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.
Flooring—Plumb, $2.75; White, $4.00.
Broad—1 Plumb, $2.75; 2, $3.00; 3, $3.50; 4, $3.75; 5, $4.50.
Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.35; 2 Plumb, $2.50; 3 Plumb, $2.60.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.25; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS—MOP—Cotton—No. 9, 35c each; No. 12, 45c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 55c each; No. 015, 70c; No. 018, 80c; No. 020, 90c.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1½-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $3.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 35c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1½x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—
Light Loose Pin Butts—289D2&F, 2x2, 40c; 3x3, 60c; 289SF2, 45c; 60c; 289N, 55c; 70c.
Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.
Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.
Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.
Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 55c; 4x4, 70c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c; 5x5, $1.40.
Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.
Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.
Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.
Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.
Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.
Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Dutch Ovens—No. 8, $5.45 each; 9, $5.75; 10, $6.75; 11, $8.15; 3, $2.60; 2, $3.00; 1, $3.50; 0, $5.15; 00, $6.75.
Gem Pans—No. 1, $1.35 each; 3, 1.35; 6, $1.35; 10, $1.75; 11, $1.35.
Griddles—No. 7, $1.50 each; 8, $1.55; 9, $1.80; 10, $2.35; 12, $2.60; 14, $3.35; 16, $4.00.
Stove Kettles—No. 7, Round, $3.75 each; 8, $4.25; 9, $5.25; 7, Flat, $3.75; 8, $4.25; 9, $5.25.
Skillets or Spiders—No. 4, $1.25 each; 5, $1.45; 6, $1.50; 7, $1.60; 8, $1.75; 9, $2.15; 10, $2.55; 11, $3.15; 12, $3.80.
Scotch Bowls—No. 2, $2.45 each; 3, $2.75; 4, 3.15.
Waffle Irons—No. 7, $2.75 each; 8, $3.25; 9, $3.65; 7-D, $3.35; 8-D, $3.75; 11, $3.75; 12, $6.25.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 40c; 4, 45c; 5, 55c; 6, 65c; 7, 80c.
Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.
Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 45c; 08, 50c; 09, 65c; 1010, 75c; 012, 95c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.50
2¾-inch, other finishes	1.60
Cast, coppered	.65
Wire, coppered	.65
Wire, Japanned	.40
Wire, tinned	.45
Wire, nickel plated	.45
Wire, brass plated	.70
Coat and Hat—	
Double, cast, heavy	.80
Single, cast	.55
Medium, cast	1.00
Heavy, cast	1.50
Cast, nickel plated	1.85
Cast, copper finish	1.25
Cast, brass finish	1.15
Cast, bronze, all fin	4.75
Porcelain, solid	.15
Wire, Japanned	.25
Wire, tinned	.80
Wire, nickel plated	.40
Clothes Line—	**Ea.**
Malleable iron, Jap	.10
Malleable iron, Galv	.15
Grass—	**Each**
14-in., 16-in., 18-in	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.75
Finest quality steel	.90
Forged tool steel	.60
Hammock—	
To screw	.15
With plate	.15
Hay Fork—	
⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
¾-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.
Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.
Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.
Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.
Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c Sherman Seamless Brass, ½-inch, 15c; ¾-inch, 15c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.
Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 75c. Oakland Pattern. ¾-inch, 65c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 24c.
Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 26c; ¾-inch, 29c, 1-inch, 40c; Electric, smooth, ½-inch, 24c; ¾-inch, 27c; 1-inch, 36c; Second Grade, ½-inch, 22½c; ¾-inch, 25½c; Third Grade, ½-inch, 22c; ¾-inch, 25c; Fourth Grade, ½-inch, 19½c; ¾-inch, 22½c.

IRON SHEETS—

Galvanized—	Cut Sheets	Full Sheets
10 to 20	.14	12½
20 to 30	...	.16½
Black Sheets—		
10 to 16	.15	.12½
18 to 24	.16	.14
26 to 30	.18	.15
Corrugated Sheets, Galvanized—		
26 Ga.		10.00
28 Ga.		9.00
Rockface Siding		10.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.10
1⅝-inch, Block	.75	1¾-inch Double	1.25
1¾-inch Single	.80	2-inch Double	1.35
2-inch Single	.85	2⅛-inch Double	1.45
2⅛-inch Single	.95	2⅜-inch Double	1.70
2¾-inch Single	1.05	2⅝-inch Double	1.85

IRONS—Sad. Common, 20c lb.
Mrs. Potts—No. 50, $4.00 per set.
70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $2.45.

KITS—Lunch—
Thermos—391-395, $3.75; 392-396, $4.00; 393-397, $4.25; 394-398, $5.00.
Universal—No. 310, $4.50 each; 320, $5.00; 410, $4.75; 510, $5.25; 3070, $4.00; 4070, $6.00.

KNIFE—Corn—
Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—
Iron handled, set, $1.75.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—
Maple base, each, 5c; doz., 35c.

LACING—Belt—
Rawhide, Cut

Size ¼, per ft.	.03	0 and 1, coil	.60
Size 5-16, per ft.	.03½	2, coil	.70
Size ⅜, per ft.	.04	3, coil	.80
Size 7-16, per ft.	.05	0M, 1M, 2M, 3M spl.	.80
Size ½, per ft.	.06½		
Size ⅝, per ft.	.07½	**Hooks**	**Doz.**
Size ¾, per ft.	.09	10	.05
Wire		8, 9, 10	.05
0 and 1, coil	.75	6, 7	.10

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.
Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST			
Little Star Tin Lanterns	1.50	No. 2 Large Fount Blizzard Lanterns	2.00
Hi-Lo Tin Lanterns	2.00	Little Wizard Tin Lanterns	1.45
Victor Tin Lanterns	1.35	D-Lite Tin Lanterns	1.65
Monarch Tin Lanterns	1.35	No. 2 Large Fount Wizard Lanterns	2.10
O. K. Tin Lanterns	1.50	**DASH AND WAGON**	
No. 2 Royal Tin Lants	1.75	Buckeye Dash Lant'ns	2.25
COLD BLAST		Junior Wagon Lant'n	2.35
Junior Tin Lanterns	1.50	Roadster Wagon Lanterns	2.35
Junior Brass Lanterns	2.50	**DRIVING**	
Junior Brass Nickel-plated Lanterns	2.50	Eureka Driving, plain lens	2.50
No. 2 Crescent Tin Lanterns	2.10	Same with optical lens	2.65
No. 2 Blizzard Tin Lanterns	2.10		

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RETAIL SELLING PRICES—Continued.

Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL

Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.

King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL

No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3,15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING

Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM

Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED

Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 20c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.

Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.

No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $19.50; 30-inch, $11.00.

Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.

Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.

Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.

Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.

Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.

Steel—15½x23½, $3.00 each; 17½x30, $4.00; 21½x36, $6.00.

Steel Matting in Rolls—Per sq. ft., $1.20.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs.	1.50
Long Cutter, Standard, 6 lbs.	1.65
Pick, Standard, 6 lb.	1.65
Handled, D E 3	1.00
Handled, C E 3½	1.65
Handled S Q 3½	1.25

MAULS—Post—10-lb., $1.65 each; 13-lb., $2.25; 16-lb., $2.75; 18-lb., $3.10; 20-lb., $3.45.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider—
Junior 42.00
Medium 48.00
Senior 65.00
Force Feed 80.00

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, $1.50 each; No. 3, large triangle, $2.00; No. 10B, polish, $1.75.

Self-Wringing—No. 10, $1.10 each.

MOP STICKS—No. 2, 25c each; No. 7, 50c each; No. 13, 50c each; No. 70 or Janitor's, $1.00 each.

MOWERS—Lawn

Great American—
15-inch 24.00
17-inch 26.00
19-inch 29.00
21-inch 32.00

Common—
12-inch 9.00
14-inch 9.50
16-inch 10.00

Pennsylvania—
14-inch 22.00
16-inch 25.00
17-inch 36.00
19-inch 40.00
21-inch 44.00

NAILS—New Base, $5.50.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.

Sell Full Roll—12 in., $2.25; 18 in., $3.35; 24 in., $4.10; 30 in., $4.90; 36 in., $5.65; 48 in., $7.50; 60 in., $9.35; 72 in., $11.25.

Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3¼c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.

1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.

Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.

Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.

1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.13; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.

Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.

Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.

⅝-inch, 20-gauge—List Roll, 12 in., $3.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.68; 72 in., $42.75.

Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.

Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—

Kraeuter's—
5-inch 1.35
6-inch 1.50
7-inch 1.85
8-inch 2.15

Nettleton's—
6-inch 2.00
8-inch 2.40
10-inch 2.90
12-inch 3.10
14-inch 3.75

Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75

Utica—
Common, 5-inch..... 1.60
Common, 6-inch..... 1.85
Jeweler's, 3½-inch... 2.00
Jeweler's, 4½-inch... 2.25

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—

Copperized Steel—
13	.40
14	.45
14B	.55
15A	.60
16	.65

Cannon Pump—Brass—
11	2.75
12	3.00
13	3.50

Cannon Pump—Tin—
1	1.75
2	2.00
2½	2.25
3	2.35

Fellow—
3	1.75
4	1.85
5	2.00
6	2.15

Zinc, Chase's—
00	.15
0	.15
1	.20
2	.25
3	.30
4	.35
5	.45
6	.60

OPENERS (Can)—

No.	Each.
4	.10
16	.15
100	.30
140	.15
340	.30

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Boss—

No.	Each.
012	5.25
055	5.75
0200	5.25
450	5.50
Perfection—	
121 G	6.25
122 G	7.50
Pinney & Boyle—	
11	3.00
18	3.75
550	5.50
700	5.50
750	6.50
755	6.75
111	3.75
118	4.50
120	6.75
218	4.00
220	7.35
818	4.50

PACKING—Sheet Rubber—Standard I. C., 35c lb.; Rainbow, 90c.
Italian Hemp—Common, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.

PADS—Sweat—No. 63 N12, Red Edge, 24-in., $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—

No.	Each.
958	.35
2802¼	.45
2822¼	.65
2869	1.25
2879	2.10
2880	2.35
2881	3.00
2883	4.50
Miller—	
1	1.85
016	.35
18	.40
18 D	.40
19	.40
21	.50
75	.55
76	.85
78	1.00
96	.55
960	.75
121	.55
5441	1.15
Slaymaker—	
1902	.75
1903	.60
9902	.85
9902 N O	.75
21090	1.00
Yale—	
228	1.00
225	1.40
453 J	.45
453 X	.45
563	1.85
565	2.25
585	2.50
685	2.25
645 J	.80
803	2.50
805	2.50
805½	3.00
813	2.75
815	2.50
828	3.00
833	3.50
843	4.00
853	4.50
8454	3.50

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon 2.00
5 gallon 1.70

Alum—
Pwd., less than 100 lbs., lb. ..... .14

Benzine—
New cans, casd., gal. .60
Old cans, uncsd, gal. .40

Coal Tar—
5-gal. .....Gal. .40
1-gal. .....Gal. .55

Creosote—
Gal. ..... .70

Distillate—
Light, gal. ..... .40

Glue—
No. 2 Gelatine.... .50
Chicago White ... .50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.16
1's .....Gal. 1.45
½'s .....½-Gal. .85
¼'s .....Qt. .50
⅛'s .....Pt. .30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil— Gal.
Floor ..... .75
Gloss 1.50
Lard, No. 1..... 1.80
Lin-O-Oil ..... .90
Neatsfoot No. 1... 2.40
Neutral ..... .60
Paraffine ..... .85

Paint, Dry Colors—
Umber ..... .12
Chrome Green, Med .20
Graphite ..... .06
Princess Metallic.. .06
Sienna ..... .11
Venetian Red .... .08
Yellow Ochre .... .05

Painters' Petroleum—
I-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .03

Putty, Bladder—
Less than 100 lbs. .07½
Putty, Bulk— Lb.
1-lb. cans ..... .15
2-lb. Cans ..... .12½
3-lb. Cans ..... .09½
5-lb. Cans ..... .09
10-lb. Cans ..... .08½
25-lb. Cans ..... .08
85 lb. Cans ..... .06½

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10
Less 25 lbs..... .10½

100 lbs., 5-lb. pkgs. .09½
Less 100 lbs. 5-lb. pkgs. ..... .10

Turpentine—
5's .....Gal. 1.17
1's .....Gal. 1.30
½'s .....½-Gal. .80
¼'s .....Qt. .45
⅛'s .....Pt. .25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 25c; cut, per lb., 25c; over 1-16, full roll, per lb., 25c; cut, per lb., 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	4.25	3.75
No. 1-1000	8.25	7.25
No. 2-500	6.25	5.25
No. 2-1000	12.00	9.75
No. 3-500	9.00	7.85
No. 3-1000	17.50	14.75

Red Resin—17-lb., $1.30; 20-lb., $1.50; 25-lb., $1.80; 30-lb., $2.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $3.25; Deadening, per lb. .08

INSULATING—No. 8, per roll, $2.25; No. 10, per roll, $3.50.

ROOFING—
Standard or Cronolite—
1 ply square 3.00
2 ply square 3.50
3 ply square 4.00
Malthoid or Rubberoid Roofing—
1 ply 4.00
2 ply 5.00
3 ply 6.00
Malthoid Junior..... 4.25
Roofing Cement—Preservative
Bbls., per gal. ..... .90
5 Gal., per gal. 1.25
1 Gal., per gal..... 1.35
Pint ..... .30

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum ...	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.50 per roll; 25-lb., $1.75; 30-lb., $2.00.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.35	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	5.50	74	6.75
48	6.00	76	7.00
52	5.25	79	7.75
54	5.50	714	8.50
56	6.00	464	6.75
58	6.75	466	7.25
64	6.00	469	8.00
66	6.50	474	7.25
69	7.25	476	7.75
614	8.00	479	8.50

Percolator Tops, 15c each.

PICKS—Railroad, 5-lb., $1.25 each; 6-lb., $1.35; 7-lb., $1.50; 8-lb., $1.75; 9-lb., $2.00.
Drifting—No 1, $1.10 each; 2, $1.25; 3, $1.35; 4, $1.50.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PIPE—

	Standard Black Cut Length Pr. Ft.	Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch....	.05	4.80	.07	6.80	.04	.08
¼-inch....	.05½	5.25	.08	7.45	.04	.08
⅜-inch....	.05½	5.25	.08	7.45	.04	.08
½-inch....	.07	7.10	.09	8.85	.04	.08
¾-inch....	.09½	9.00	.11½	11.20	.04	.08
1 -inch....	.14	13.40	.18	16.50	.04½	.09
1¼-inch....	.19	18.05	.23½	22.30	.05½	.11
1½-inch....	.22½	20.05	.28	26.65	.06	.12
2 -inch....	.31	28.90	.38	35.00	.07½	.15
2½-inch....	.48	45.65	.61	56.85	.11½	.23
3 -inch....	.61	59.80	.78	74.30	.15	.30
3½-inch....	.84	80.40	1.17	112.30	.19	.38
4 -inch....	.99	95.30	1.39	132.85	.26½	.53

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RETAIL SELLING PRICES—Continued.

PIPE—Gas and Water—Black—⅛-inch, 6c foot; ¼-inch, 6½c; ⅜-inch, 6½c; ½-inch, 8c; ¾-inch, 10½c; 1-inch, 16c; 1¼-inch, 21c; 1½-inch, 25c; 2-inch, 33c.

Galvanized—⅛-inch, 8½c per ft.; ¼-inch, 9½c; ⅜-inch, 9½c; ½-inch, 10c; ¾-inch, 12½c; 1-inch, 19c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 41c.

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 45c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 50c joint; 7-inch to 6-inch, 50c.

PIPE FITTINGS—Price each—Black.

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	...	.10	.10	.10	.10	.10	.10	.10	.15
Caps	.10	.10	.10	.10	.10	.10	.15	.20	.30
Couplings	.10	.10	.10	.10	.15	.20	.25	.30	.40
Crosses	...	.10	.10	.15	.20	.35	.35	.45	.70
Elbows, 90 dg.	.10	.10	.10	.10	.10	.15	.20	.25	.35
Elbows, 45 dg.	...	.10	.10	.10	.10	.15	.30	.35	.45
Elbows, red.	...	.10	.10	.10	.15	.15	.20	.25	.45
Elbows, S. O.	...	...	.10	.15	.20	.30	.40	.50	.90
Elbows, Street	.15	.10	.10	.10	.15	.15	.20	.25	.45
Floor Flanges	...	.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.10	.10	.10	.10	.10	.10	.15	.15	.20
Plugs	.10	.10	.10	.10	.10	.10	.10	.10	.10
*Reducers	...	.10	.10	.10	.10	.15	.15	.20	.35
Ret. Bends, Cl.	...	...	.15	.15	.20	.35	.45	.55	.80
Tees	.15	.10	.10	.10	.10	.15	.20	.30	.50
Tees, 4-way	...	...	...	.10	.15	.20	.30	.50	.70 1.15
*Tees, Red.	...	.15	.15	.15	.20	.35	.35	.45	.75
Unions	.15	.15	.20	.20	.25	.30	.40	.50	.65
Galvanized—									
Bushings	...	.10	.10	.10	.10	.15	.15	.20	.30
Caps	.10	.10	.10	.10	.10	.15	.25	.30	.45
Couplings	.10	.10	.10	.15	.20	.25	.35	.45	.55
Crosses	...	.15	.15	.25	.35	.50	.60	.80	1.25
Elbows, 90 dg.	.15	.10	.10	.10	.15	.20	.30	.35	.60
Elbows, 45 dg.	...	.10	.10	.10	.15	.25	.45	.50	.70
Elbows, Red.	...	.10	.10	.15	.20	.25	.35	.45	.80
Elbows, S. O.	...	...	.10	.15	.25	.40	.60	.75	1.30
Elbows, Street	.20	.10	.10	.15	.20	.25	.35	.40	.80
Floor Flanges	...	.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.10	.10	.10	.10	.10	.15	.20	.20	.30
Plugs	.10	.10	.10	.10	.10	.10	.10	.15	.20
*Reducers	...	.10	.10	.10	.15	.20	.25	.30	.50
Ret. Bends Cl.	...	...	.20	.25	.30	.50	.75	.90	1.45
Tees	.15	.10	.15	.15	.15	.20	.35	.50	.85
Tees, 4-way	...	...	.15	.20	.25	.45	.70	1.00	1.70
*Tees, Red.	...	.20	.20	.25	.30	.45	.55	.70	1.20
Unions	.25	.25	.25	.30	.35	.45	.60	.75	.95

NIPPLES—Black—									
Close	.10	.10	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.10	.15	.15	.15
4-inch Long	.10	.10	.10	.10	.10	.15	.15	.15	.20
5-inch Long	.10	.10	.10	.10	.10	.15	.20	.20	.25
6-inch Long	.10	.10	.10	.10	.15	.15	.20	.25	.30
Galvanized—									
Close	.10	.10	.10	.10	.10	.10	.15	.20	.25
Long	.10	.10	.10	.10	.10	.15	.15	.20	.25
4-inch Long	.15	.15	.15	.15	.10	.15	.20	.25	.30
5-inch Long	.15	.15	.15	.15	.15	.20	.25	.30	.35
6-inch Long	.15	.15	.15	.15	.15	.25	.30	.35	.40

Bushings	.25	.30	.40	.50
Caps	.45	.65	.80	1.05
Couplings	.55	.80	1.10	1.35
Crosses	1.30	2.15	2.35	4.10
Elbows, 90 degree	.70	1.10	1.45	2.30
Elbows, 45 degree	.75	1.05	1.45	2.10
Plugs	.20	.25	.40	.45
*Reducers	.60	.85	1.15	1.45
Tees	.85	1.30	1.75	2.75
Unions	1.30	1.80	3.10	3.75
8-inch long	.75	.95	1.20	1.35

NIPPLES—				
Close	.30	.35	.50	.60
5-inch long	.40	.50	.80	.95
6-inch long	.50	.60	.80	.95
10-inch long	.95	1.20	1.35	1.60

*Reducers and Reducing Tees 1-inch and larger reducing to ½-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50. 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $27.00; .32 Cal. $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Block-Bailey— No. 9½, $3.15 each; 15, $3.00; 16, $3.25; 17, $3.90; 18, $3.75; 19, $4.00.

Block-Stanley—No. 60, $3.60 each; 60½, $3.15; 61, $3.00; 65, $4.00; 101, $2.50; 102, $1.00; 103, $1.65; 110, $1.65; 120, $2.10; 130, $2.25; 131, $3.50; 203, $1.85; 220, $2.25.

Iron, Bailey—No. 2, $4.85 each; 3, $5.25; 4, $5.75; 4½, 6.50; 5, $6.50; 5½, $7.50; 6, $8.50; 7, $9.75; 8, $11.50; 3C, $5.50; 4C, $6.00; 4½C, $7.00; 5C, $7.00; 5½C, 8.00; 6C, $9.00; 7C, $10.50; 8C, $12.00.

Iron, Stanley—No. 603, $6.35 each; 604, $6.85; 605, $6.95; 606, $10.00; 607, $11.50; 608, $13.50; 604C, $7.25; 605C, $8.25; 606C, $10.50; 607C, $12.25; 608C, $14.50.

All Wood—Plain, No. 3W, $2.50 each; 15W, $2.75; 21W, $5.60; 27W, $4.85. Razee, No. 5W, $4.65; 17W, $3.25; 23W, $5.15; 29W, $5.50.

Wood Bottom, Bailey—No. 22, $4.00 each; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.50; 29, $5.20; 30, $5.50; 31, $6.00; 32, $6.50; 35, $5.50; 36, $6.00.

Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.00; 78, $4.50; 90, $5.25; 92, $5.00; 98, $2.50; 99, $2.50; 140, $4.00; 190, $3.85; 191, $3.65; 192, $3.50.

PLATES—GAS, HOT—No. 501, $4.50 each; 502, $7.15; 503, $10.75; 702, $10.00; 703, $14.50; 722, $11.00; 723, $15.75; 1001, $3.00; 1002, $4.75.

PLIERS—Klein's No. 201—6-inch, $3.90 each; 7-inch, $4.50; 8-inch, $4.75; 9-inch, $6.00. Bernard's No. 102—4½-inch, $1.85; 5½-inch, $2.25; 6½-inch, $2.75; 8-inch, $3.75.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $3.75; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25. 37G, 12-inch, $4.25; 18-inch, $6.25. 34V, 4-inch, $1.80; 6-inch, $2.25; 8-inch, $3.00; 10-inch, $3.35.

Wood, Stanley or Disston—No. 00, 1.75; 0, $2.00; 2, $2.65; 3, $3.50; 13, $4.25; 25, $5.25; 30, $4.00; 85, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 55c each; 8-inch, 65c; 8½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

$2.65; 3, $3.35; 13, $4.10; 15, $4.50; 30, $4.00; 85, $3.25; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98,

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 85c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.			
21	17.40	8 Quart	1.40
71	22.50	10 Quart	1.60
72	19.75	12 Quart	1.85
5	20.35	16 Quart	2.35
1	22.30	**Tin**	
Watering Galvanized		4 Quart	.85
4 Quart	1.00	6 Quart	1.00
6 Quart	1.25	8 Quart	1.25
		10 Quart	1.60

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.65; Red Devil, $2.50; Morrill's, $3.25; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $5.00; 2, $5.40; 3, $6.10; 4, $7.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

No.		No.	
Eveready			
700, each	1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.35
Durham Duplex			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B, Blades, pkg.	.50
12 X B, Blades, pkg	1.00		
AutoStrop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B, Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each
Pocket Positive	30.00
Police Positive Special	32.50
Police Positive Target	35.25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	16.50
300 B, 303 B	16.75
304	16.75

RIFLES—No. and Model—

Daisy Air—	Each
25	5.25
40	5.25
3	3.00
30	2.85
11	2.35
12	2.00
King Air—	
4	2.95
5	3.15
21	2.00
22	2.35
304 B	17.25
323 B	17.00
324	17.00
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military, Police	34.50
Regulation Police	32.50
1903 Hand Ejector	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50
Marlin—	
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel.	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel.	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	78.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard	58.36
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage —	
1899 250 3000	60.00
1899 TD, Feath'wt	55.00
189 SF	46.00
1904 TD, Single shot.	9.75
1914 TD, Hammerless	28.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	13.00
70 TD, .22	19.00
1919, .22	36.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.80
1890 TD—Oct. Fancy	57.50
TD—Oct. Plain.	51.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	53.15
1895—Govt. Model	53.15
1895 TD	67.10
1903 TD—22	10.50
1903 TD—Plain	44.80
1903 TD—Fancy	69.00
1904 TD .22	12.60
1906 TD	28.55
1907 TD	61.50

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths	.35	.60	7—Asst.	.35	.65
8 "	.35	.60	8 "	.35	.65
9 "	.35	.65	9 "	.35	.70
10 "	.35	.65	10 "	.35	.70
12 "	.40	.70	12 "	.40	.75

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 25c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 25c; 10, 25c.

RODS, CURTAIN—No. 2, ¾-in., Steel, Brass Covered, 15c ft.; 3, ⅞-inch, Steel, Brass Plated, 10c; 30, 1-in., Wood, Brass Covered, 30c; 1¼-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper).

ROPE—Cotton, Thread—3-16, 70c; ¼ to 5-16, 65c lb.; ⅜ to ¾, 70c; ⅞ to 1, 75c.
Manila—Base, 24c lb.
Sisal—Base, 25c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 372 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (68), 50c; 762B (7), $1.40; 771 (84), 35c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862O (83½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.

Rules, Steel—No. 17, Blacksmiths, $1.00 each; 041, Pocket, 25c; 1131, 1141, Zig-Zag, 25c; 1132, 1142, Zig-Zag, $1.35; 1143, Zig-Zag, $2.00.

RULES, ZIG-ZAG—Lufkin, Stanley—No. 804F, 40c each; No. 806F, 60c; 8513 (03), 30c; 8514 (04), 40c; 8515 (05), 50c; 8516 (06), 65c; 8518 (08), 80c; 8523 (403F), 30c; 8524 (404F), 40c; 8525 (405F), 50c; 8526 (406F), 65c; 8613 (103), 35c; 8614 (104), 45c; 8615 (105), 55c; 8616 (106), 65c; 8624 (854F), 45c; 8626 (856F), 65c.

SAWS—One Man—Cross-cut—

	Disston		Chinook	Royal Chinook
3 ft.	4.00	5½ ft.	8.25	.....
3½ ft.	4.60	6 ft.	8.50	12.50
4 ft.	5.25	6½ ft.	9.25	14.25
4½ ft.	5.75	7 ft.	10.50	15.50
5 ft.	6.50	7½ ft.	11.50	16.75

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

12 Disston or 69 Atkins		20 inch	2.85
18 inch	3.70	22 inch	3.10
20 inch	4.00	24 inch	3.40
22 inch	4.35	26 inch	3.60
24 inch	4.70	28 inch	4.00
26 inch	5.10	**No. 120 Disston**	
28 inch	5.50	26 inch	6.20
No. D8 Disston or 51 Atkins		28 inch	6.60
18 inch	3.10	**No. 112 Disston**	
20 inch	3.50	26 inch	5.25
22 inch	3.65	28 inch	5.60
24 inch	3.75	**No. D 100 or No. D 20 Disston**	
26 inch	3.95	26 inch	4.35
28 inch	4.45	28 inch	4.85
No. 7 Disston			
18 inch	2.65		

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	**Kitchen No. 2**	
24-inch	4.25	12-inch	.55
26-inch	4.75	14-inch	.65
28-inch	5.50	16-inch	.75
Butcher No. 10		**Mitre**	
16-inch	1.90	24-inch	5.25
18-inch	2.00	26-inch	5.75
20-inch	2.15	28-inch	6.50
22-inch	2.25		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete
No. 3..... 2.50

Pruning
No. 50 California, 12 in. 1.35

Buck—
Com Sgl Brace V tooth..... 1.75
Com Dbl Brace Tuttle tooth..... 2.50
Com Dbl Brace V tooth..... 2.75
No. 150 Special 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—
201 G & P..... 1.50
Spec. Morrill 2.00
105 Morrill ..... .60
1 Morrill 2.00
10 ..... 1.20
77 ..... 1.00

X CUT—
Morrill No. 3..... 1.30
Baker No. 3..... 2.35
Colonial 1.40
7 Taintor 2.00
28 Triumph 1.65
Hammer ..... .85
Lever ..... .25
Morin No. 2..... 4.50
Morin No. 2½ 5.50
Morin No. 3..... 1.85

SAW TOOLS—
Clipper Outfit ..... .75
Morrill's Raker Gauge—
No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50
Atkins Raker Swage.. .45
5-M Tooth Gauge..... .25
Jointers Pikes Perf... .75
Jointers No. 7 Sterns. .70

Setting Tool Disston—
No. 100..... .80
No. 4 Setting Blocks—
No. 4 Blocks, Morin.. 1.85
Swages No. 0 Disst... 4.75
Swages, Whitings.... 1.00
Atkins, Rex 1.00
Atkins, Excelsior..... .85

SCALES—Family, testing without scoop, $4.00; with scoop, $5.00; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50.
Spring Balance, No. 50, 25c each; 51, 50c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.

Wiss—No. 14 B H, $1.35; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine, Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.25	.30	.35	.40	...
4	.30	.35	.40	.45	.55
6	.40	.45	.50	.55	.70
8	.60	.70	.75	.85	1.00
10	.85	.95	1.10	1.25	1.55
12	1.10	1.25	1.40	1.55	1.85
14	1.40	1.60	1.85	2.10	2.50
16	2.20	2.40	2.65	2.85	3.30
18	2.75	3.10	3.40	3.70	4.30
20	3.45	3.75	4.15	4.50	5.25

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
2	.20	.20	.20	...
4	.20	.20	.20	.25
6	.20	.20	.25	.30
8	.25	.25	.30	.35
10	.35	.35	.40	.50
12	.40	.45	.45	.55
14	.50	.50	.55	.65
16	...	.65	.65	.80
18	...	...	.90	1.05
20	...	...	...	1.25

Iron. Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
4	...	.60	.85	....	....
6	...	.90	1.15	1.45	1.75
8	...	1.20	1.45	1.75	2.05
10	...	1.75	2.00	2.30	2.60
12	...	2.15	2.45	2.80	3.20
14	...	2.80	3.10	3.50	3.85
16	...	3.70	4.15	4.65	5.25
18	...	4.75	5.20	5.80	6.45
20	...	6.00	6.75	7.50	8.25

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.30	.35	....	....
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.35	.40	.50	.60
⅞	.35	.35	.45	.50	.65
1	.35	.40	.45	.55	.65
1¼	.40	.40	.45	.60	.70
1½	.40	.45	.50	.60	.75
1¾	.45	.45	.50	.65	.85
2	.45	.50	.55	.70	.90
2¼	.50	.60	.60	.75	.95
2½	.55	.65	.65	.80	1.05
3	.65	.75	.80	.90	1.15
3½	...	...	...	1.05	1.35
4	...	...	...	1.20	1.50

Length	⅝-in.	¾-in.	⅞-in.	1
1	1.00	1.35	1.95	....
1¼	1.05	1.35	1.95	....
1½	1.10	1.45	1.95	....
1¾	1.15	1.55	2.10	2.50
2	1.25	1.65	2.25	2.70
2¼	1.35	1.75	2.40	2.95
2½	1.45	1.85	2.55	3.25
3	1.65	2.25	2.85	3.65
3½	1.85	2.60	3.25	4.15
4	2.15	2.90	3.60	4.65

S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.40	.45	.50	...	...
⅞	.40	.45	.55	.70	...
1	.45	.50	.55	.75	.80
1¼	.45	.50	.60	.80	.90
1½	.50	.55	.60	.85	.95
1¾	.50	.60	.65	.95	1.05
2	.55	.65	.70	1.00	1.10
2¼	.65	.75	.75	1.10	1.20
2½	.70	.80	.80	1.15	1.30
2¾	.80	.85	.90	1.20	1.40
3	.85	.90	1.00	1.30	1.45
3½	...	...	...	1.50	1.70
4	...	...	...	1.70	1.90

Length	9-16-in.	⅝-in.	¾-in.
1¼	1.30	....	....
1½	1.35	1.60	1.85
1¾	1.45	1.70	1.95
2	1.55	1.85	2.10
2¼	1.70	1.95	2.25
2½	1.85	2.10	2.40
2¾	1.95	2.25	2.60
3	2.05	2.40	2.80
3½	2.35	2.75	3.25
4	2.70	3.15	3.65

Square Head, V or U. S. S. Thread—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.20	.20	.25	.30	.35
¾	.20	.25	.25	.30	.35
⅞	.20	.25	.25	.30	.35
1	.25	.25	.30	.30	.40
1¼	.25	.25	.30	.35	.45
1½	.25	.30	.30	.40	.45
1¾	.30	.30	.35	.45	.55
2	.35	.35	.40	.50	.60
2¼	.40	.40	.45	.60	.70
2½	.45	.45	.50	.65	.75
3	.55	.55	.65	.75	.90
3½	...	...	...	.80	1.05
4	...	...	...	.90	1.20

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.50	....	....	....
⅞	.55	....	....	....
1	.60	1.00	....	....
1¼	.65	1.10	1.55	....
1½	.75	1.20	1.65	2.20
1¾	.80	1.30	1.80	2.40
2	.90	1.40	1.95	2.60
2¼	.95	1.45	2.10	2.80
2½	1.05	1.55	2.25	3.00
3	1.20	1.75	2.55	3.40
3½	1.35	1.95	2.85	3.80
4	1.50	2.20	3.15	4.20

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

Wood—Brass, Flat or Round Head—

	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.55	.55	.60	...	...	...	...
1	.55	.55	.60	.60	...	...	...
2	.55	.60	.60	.65	.70	.90	...

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
3.....	.60	.60	.65	.70	.75	.95	1.05
4.....	.60	.65	.70	.75	.80	1.00	1.10
5.....	.65	.70	.75	.85	.90	1.05	1.10
6.....	...	.75	.85	.90	.95	1.10	1.15
7.....	...	.85	.90	1.05	1.10	1.20	1.35
8.....	...	.95	1.05	1.20	1.30	1.40	1.55
9.....	...	...	1.20	1.35	1.45	1.60	1.80
10.....	...	...	1.35	1.55	1.70	1.85	2.00
11.....	...	...	....	1.65	1.90	2.10	2.30
12.....	...	...	....	1.90	2.10	2.35	2.60
13.....	...	...	....	2.10	2.35	2.60	2.90
14.....	...	...	....	2.35	2.60	2.90	3.20
15.....	...	...	....	2.60	2.90	3.20	3.60
16.....	...	...	....	2.85	3.20	3.60	4.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3.....	1.35	....	....	....	....	....	....
4.....	1.40	1.90	....	....	....	....	....
5.....	1.45	1.95	....	....	....	....	....
6.....	1.50	2.00	....	....	....	....	....
7.....	1.55	2.05	2.55	3.30	....	....	....
8.....	1.80	2.10	2.60	3.35	....	....	....
9.....	2.05	2.30	2.65	3.40	....	6.00	....
10.....	2.25	2.70	3.00	3.45	4.45	6.05	....
11.....	2.60	2.95	3.40	3.90	4.60	6.10	8.85
12.....	2.95	3.40	3.85	4.35	5.05	6.20	8.90
13.....	3.40	3.80	4.80	4.80	5.60	6.25	8.95
14.....	3.70	4.25	4.70	5.40	6.25	6.85	9.10
15.....	4.15	4.85	5.50	6.20	6.85	7.60	9.30
16.....	4.60	5.30	6.05	6.80	7.65	....	....
17.....	....	5.80	6.65	7.45	8.30	....	....
18.....	....	7.00	7.90	8.90	9.80	....	....

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2..	.35	.35	...	...	...	...	...
3.....	.35	.35	.35	.35	.35	.35	.35
4.....	.35	.35	.35	.35	.35	.35	.40
5.....	...	.35	.35	.35	.40	.40	.40
6.....	...	.35	.40	.40	.40	.40	.45
7.....	...	.40	.40	.40	.40	.45	.45
8.....	...	.40	.40	.45	.45	.45	.50
9.....	...	.45	.45	.45	.50	.50	.50
10.....	...	...	.50	.50	.55	.50	.55
11.....	...	...	.50	.55	.55	.55	.60
12.....	...	...	.55	.55	.60	.60	.65
13.....	...	...	...	.60	.65	.65	.75
14.....	...	...	...	.60	.70	.70	.80
15.....	...	...	...	...	.75	.80	.90
16.....	...	...	...	...	.80	.90	1.15
17.....	...	...	...	...	...	...	1.20
18.....	...	...	...	...	...	...	1.25
20.....	...	...	...	...	...	...	1.60

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3.....	.40	.45	...	...	...	...	...
4.....	.45	.50	...	...	...	...	...
5.....	.45	.50	.60	.65	.70	.85	...
6.....	.50	.55	.60	.70	.75	.90	1.30
7.....	.50	.55	.65	.70	.75	.95	1.35
8.....	.55	.60	.70	.75	.80	1.00	1.40
9.....	.55	.60	.70	.75	.85	1.05	1.45
10.....	.60	.65	.75	.80	.90	1.10	1.50
11.....	.65	.70	.75	.85	.95	1.15	1.50
12.....	.70	.75	.80	.90	1.00	1.20	1.55
13.....	.75	.80	.90	1.00	1.05	1.25	1.55
14.....	.85	.90	1.00	1.10	1.20	1.30	1.60
15.....	.95	1.05	1.20	1.25	1.40	1.50	1.70
16.....	1.15	1.25	1.30	1.40	1.60	1.65	1.90
17.....	1.25	1.45	1.60	1.65	1.75	1.90	2.15
18.....	1.50	1.70	1.80	1.90	2.05	2.10	2.50
20.....	2.15	1.95	2.05	2.15	2.40	2.60	2.95

Round Head, Blued—Sell at 10 per cent ad ance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo) —
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1¼ ..	.25	2.25	...	...	...	....	....	....	....	....
1½ ..	.25	2.25	.30	2.70	...	....	....	....	....	....
1¾ ..	.30	2.45	.35	2.95	...	....	....	....	....	....
2 ..	.30	2.45	.35	2.95	.50	4.10	.70	6.00	....	....
2½ ..	.30	2.65	.35	3.25	.50	4.50	.75	6.50	....	....
3 ..	.35	2.85	.40	3.50	.55	4.85	.80	7.00	1.15	9.90
3½ ..	.35	3.05	.45	3.75	.60	5.20	.85	7.50	1.20	10.60
4 ..	.35	3.25	.45	4.00	.65	5.55	.90	8.00	1.30	11.30
4½ ..	.40	3.45	.50	4.25	.70	5.90	.95	8.50	1.40	12.00
5 ..	.40	3.65	.50	4.55	.75	6.30	1.05	9.00	1.50	12.70
5½ ..	.45	3.85	.55	4.80	.75	6.65	1.10	9.50	1.55	13.40
6 ..	.45	4.05	.60	5.05	.80	7.00	1.15	10.00	1.60	14.10
6½ ..	...	....	.60	5.30	.85	7.35	1.20	10.50	1.70	14.80
7 ..	...	....	.65	5.55	.90	7.70	1.25	11.00	1.80	15.50
7½ ..	...	....	.70	5.85	.95	8.10	1.30	11.50	1.90	16.20
8 ..	...	....	.75	6.10	1.00	8.45	1.40	12.00	2.00	16.90
9 ..	...	....	...	....	1.05	9.15	1.50	13.00	2.10	18.30
10 ..	...	....	...	....	1.15	9.90	1.60	14.00	2.30	19.70
12 ..	...	....	...	....	1.25	11.80	1.85	16.00	2.60	22.50

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 8, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

800	2.50
850	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $3.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut; 11c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 17c; 13c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch.....	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 29c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.85; Chester, $2.00.

SLEDS—Hand and Coaster—

Racer	6.75

Flexible Flyer—

No. 1.....	4.25
No. 2.....	5.00
No. 3.....	6.50
No. 4.....	7.00
No. 5.....	9.50
Jr. Racer.....	5.50

Fire Fly—

No. 9.....	2.75
No. 10.....	3.25
No. 11.....	4.00
No. 12.....	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—⅛ and ¼, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.85.

SPORTING GOODS—

	Each		Each
Official Baseballs	2.50	Handballs	.35
Second Grade Baseb'ls	2.00	Boxing Gloves, 8-oz...	13.50
Playground B. B., Out or Plain Seam—		Striking Bags	9.00
14-inch	3.00	Championship Tennis Balls	.55
12-inch	2.75	Best Grade Rackets, Sutton	12.00
Baseball Bats, league..	1.75	Cotton Gym Shirts....	.75
Baseball Masks, '	10.00	White Running Pants.	1.00
Chest Protectors.....	3.50	Bike Jockey Strap....	.75
Official—		Rubber Soled Tennis	
Rugby Footballs...	10.00	Gym Shoes.....	1.95
Soccer Footballs....	12.00	Rubber Soled Tennis	
Basketballs	15.00	or Gym High.....	2.25
Volley Balls	8.00	Basketball Shoes	5.00

SPRAYERS—Myers' Bucket Pump, 8 lbs., $13.75 each; 6 lbs., $9.00. Hand—Faultless, 75c each; Misty, 95c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 827½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ½, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 25c each; 10-inch, 30c; 11-inch,, 40c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $3.00.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.
Ross—Perforated oblong plate spray, $1.00 each
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $3.00, 8 feet, $3.50.

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%
Thickness Gauges, 50% — End Meas. Rods, 50%
Gr. Flat Stock, 50% — Caliper Gauges, 50%
Handy Equiv. Table, 50% — Micrometer Cases, 50%
Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 560B, Blue, $13.50; 560W, White, $15.00.

Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1318, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00.

On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ⅛-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.

Gimp—⅛ lb. box, 2½, 5c; 3, 5c; 4, 5c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Double Pointed—Blued, ⅛ lb. papers. No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin		Steel	
No.	Each	100	6.25
710	.80	103	9.75
713	1.00	200	7.00
715	1.50	203	11.25
716	1.85	205	16.50
730	1.00	206	19.75
733	1.75	240	5.50
735	2.00	243	6.50
736	2.50	245	8.75
Metallic		246	11.25
500	3.75	260	6.00
503	5.50	263	7.25
505	6.00	265	9.35
506	8.75	266	12.50
Pocket		550	5.50
143	.95	553	7.00
145	1.10	555	9.00
165	.25	556	11.25
3143	.60	1240	4.85
		1243c	6.35
		1260	5.60
		1263	6.75

Asses' Skin Case—35, 65c; 50, 85c; 75, $1.15; 100, $1.85.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.30	16x18	57.25	67.35
7x9	17.55	20.45	16x20	68.10	78.65
9x9	20.25	23.70	16x24	71.85	88.60
9½x12	23.85	27.85	16x30	86.95	101.30
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.35
7x16	9.85	12.50	14.10

THIMBLES—Steel—5x4-in., 25c; Red Clay, 20c; Terra Cotta, 45c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $8.00.
Shingles—5x7, 40c dozen.
Valley—14-inch, 15c per foot, $14.00 per roll; 20-inch, 22c per foot, $21.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

	—Diameter—		
Length	⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3⅛-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

	—Diameter—		
Length	⅛-in.	3-16-in.	¼-in.
3-inch	2.62	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 27, $9.00; 38, $9.50; 31, $10.00; 32, $10.50; 48, $12.25; 107, $9.50; 122, $8.00.

TRAPS—Fly—Paragon, 35c each; Balloon, 30c; Avis 3, $2.50; $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, $2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No. 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No. 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Western, 25c each; Noxall, 25c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.

Mole—Reddick, $1.50 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Cage, 30c. Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.35; Holdem, large, $1.65.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 55c lb. Budding, 55c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 60c; 24 BC, 60c; 36 BC, 55c.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Globe and Angle Valves—		Standard Gate Valves—	
⅛	.65	⅛	1.95
¼	.65	¼	1.50
⅜	.70	⅜	1.50
½	.90	½	1.70
¾	1.15	¾	2.15
1	1.60	1	2.95
1¼	2.25	1¼	3.90
1½	3.15	1½	5.25
2	4.75	2	7.65

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee
27 ..... 1.30
29 ..... 1.75
352 ..... .95
354 ..... 1.30
356 ..... 1.65

Boilers, Wash Copper Bottom
IC 8 ..... 3.75
IC 9 ..... 4.00
IX 8 ..... 4.00
IX 9 ..... 4.25
IXX 8 ..... 5.50
IXX 9 ..... 5.75

Copper Rim
IX 8 ..... 5.00
IX 9 ..... 5.25

Bowls, Wash
06½ ..... .15
08 ..... .25
6½ ..... .30
8 ..... .45

Buckets, Covered
11 ..... .15
12 ..... .25
14 ..... .35

Buckets, Dinner
1 ..... .70
3 ..... .95
30 ..... .75
40 ..... .85
600 ..... 1.05
650 ..... 1.40
675 ..... 1.60

Cans, Milk
1 ..... .35
3 ..... .55
4 ..... .70
01 ..... .30
03 ..... .55
04 ..... .75
102 ..... 4.85
103 ..... 5.35
1020 ..... 6.00
1040 ..... 7.85

Cans, Oil
30 ..... .40
31 ..... .50

Colanders
10 ..... .30
12 ..... .45
104 ..... .45
306 ..... .60

Cookers, Steam
42 ..... 3.25
45 ..... 4.00

Covers, Pot
6-9 ..... .10
10-11 ..... .15
13 ..... .25
15 ..... .35

Cups
211, 212 ..... .10
09, 010 ..... .15
9, 10, 214 ..... .20

Dippers
2 ..... .15
4, 01 ..... .20
02, 31, 32 ..... .25
33, 34 ..... .30
48 ..... .50

Fillers, Fruit Jar
25 ..... .15

Forks
419 ..... .15
1197 ..... .20
1198 ..... .25
203 ..... .65
206 ..... .85
10, 15 ..... .10
20 ..... .15
30 ..... .20
85 ..... .25
235 ..... 1.35
385 ..... 1.65

Graters
02 ..... .10
020, 100 ..... .20
030, 150 ..... .25

Kettles, Lipped Preserving
160 ..... .40
200 ..... .50
240 ..... .70
280 ..... .85

Ladles
010 ..... .25
11 ..... .30

Measures
63 ..... .20
83 ..... .30
85 ..... .55
86 ..... .75
122 ..... .20
124 ..... .25
126 ..... .60

Moulds, All Kinds
1, Melon 1.10
3, Melon 1.50
4, Melon 1.75
10, Jelly ..... .25
20, Jelly ..... .35
61½, Cake ..... .45
63, Cake ..... .65

Pails, Dairy
IC, 6-qt. ..... .35
IC, 10-qt. ..... .45
IX, 10-qt. ..... .75
IX, 14-qt. ..... .90
IXX, 10-qt. ..... .95
IXX, 14-qt. 1.05
IXXX, 12-qt. 1.30
IXXX, 16-qt. 2.10
IXXXX, 18-qt. 2.35
IXXXX, 20-qt. 2.50
Pails, Fruit Picking
14-qt. ..... .65

Pails, Peddlers
Small ..... .45
Large ..... .55

Pails, Strainer
IX, 10-qt. 1.10
IX, 12-qt. 1.15
IXX, 12-qt. 1.55
IXX, 14-qt. 1.65
Gem, 12-qt. 1.50
Gem, 14-qt. 1.65

Pans, Bread
01, 110, 80 ..... .20
140, 200 ..... .30
300 ..... .35

Pans, Corn Cake
06 ..... .30
09 ..... .45
012 ..... .55

Pans, Cake Perfection
Round, 9¼-in. .. .20
Round, 10¼-in. .25
Square, 8½-in. .25
Square, 9-in. .... .35
Mt., 9½-in. .... .25
Tube, Rd., 9½ .. .30
Tube, Sq., 9-in. .50

Pans, Dish
8, IX Tin ..... .75
14 ..... 1.00
21 ..... 1.35

Pans, Milk IC, Plain
200, 201 ..... .10
202, 203 ..... .15
204 ..... .20
205, 206 ..... .25
208 ..... .30
2100 ..... .35

IC, Ret.
301, 302 ..... .25
304 ..... .35
306 ..... .45
308 ..... .50
3100 ..... .60
3120 ..... .80

Pans, Muffin
6 ..... .25
9 ..... .35
12 ..... .45

Pans, Patty
All Nos. ..... .10

Pans, Pie
6, Shallow .... .10
9 ..... .15
Deep ..... .15

Pans, Pudding IC, Plain
015 to 018 ... .15
019, 020 ..... .20
021, 022 ..... .25

IC, Ret.
16 ..... .25
18 ..... .35
20 ..... .40
22 ..... .50

Pans, Rinsing IC, Plain
8 ..... .40
14 ..... .50
17 ..... .60

IC, Ret.
8 ..... .60
14 ..... .80
17 ..... 1.00

Pans, Lipped Sauce
016 ..... .40
020 ..... .50
024 ..... .70
028 ..... .85

Pots, Coffee
1 ..... .30
2 ..... .40
4 ..... .55

Pots, Tea
240 ..... .25
241 ..... .30
242 ..... .40

Raisers, Bread
114 ..... 2.00
117 ..... 2.50

Scoops
2 ..... .35
4 ..... .55
12 ..... .15
14 ..... .20
20 ..... .55
40 ..... .80

Sieves, Flour
2, 316 ..... .30
318 ..... .35

Sifters, Flour
0 ..... .40
1 ..... .45
10 ..... .70
Acme ..... .40
Nesco ..... .40
Shaker ..... .45

Skimmers
10 ..... .20
45 ..... .10

Spoons, Basting
110 ..... .10
114 ..... .15
312 ..... .20
316 ..... .30

Spoons, Mixing
15 ..... .20
25 ..... .15

Steamers
70 ..... .75
90 ..... .95

Steepers, Tea
12 ..... .25

Strainers Gravy
2, 3 ..... .15
020 ..... .20
30 ..... .25

Jelly
120 ..... .25
160 ..... .30

Milk
10 ..... .35
121 ..... .45
123 ..... .60

Milk Can
011 ..... 1.00
33 ..... .60
55 ..... .85
60 ..... 2.10

Soup
20 ..... .40

Turners, Cake
1, 2, 71 ..... .10
6, 13 ..... .15

WAGONS—Boys'—

American

No. and Size.	Each.
118—8x18	2.00
122—10x22	3.50
126—12x26	3.50
186—14x30	4.50
132—15x32	5.00

Samson

326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagnere—

No. 18	10.00
No. 20	11.50
No. 24	18.00

Coaster—Star—

No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 24c; 2 White, 24c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WAX—Floor, 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $14.25.
Railroad—Bolted, $8.50 each; Stave, $7.25.
Steel Tray, Wood Frame—Star, $7.75 each.
Steel Tray and Frame—AX, $12.75 each; 4, $15.00; 5, $17.00; 10, $22.50; 25, Concrete, $16.25.

WICKS—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Galv.	Baling
3 gauge	6.60	....	....
4	6.60	7.30	....
6-8-9	6.50	7.20	....
10	6.50	7.25	....
11	6.60	7.30	....
12	6.60	7.35	....
13	6.75	7.45	....
14	....	7.55	7.00
15	....	8.00	7.10
16	....	8.10	7.20
17	....	....	7.50
18	....	9.00	....

Barbed Fence—Glidden Pat., $6.50; Glidden Galv., $6.85; Baker Patent, $7.15; Baker Galv., $8.00; Waukeganito Galv., $8.50.

	Hog.	Cattle
Am. Special Galv., 80-rod spools, each	4.75	4.55
Glidden, 80-rod spools, each	6.50	6.40

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 10c each.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 95c each.
Bowls, Chopping—11-inch, 35c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00 3-oz. packages, 30c each.

WRINGERS—Mop—Vanco 78, $5.50; 88, $4.00; 89, $5.50. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.50; 0, $7.50; 8, $5.00.

WRENCHES—

	Agr.	Coes.	Crescent.	Trimo.	Stillson N.	Barcalo Semi-fin	Barcalo
6-inch	.85	1.65	1.00	1.60	1.35	1.25	
8-inch	1.00	2.00	1.25	1.80	1.40	1.25	
10-inch	1.25	2.50	1.50	2.00	1.75	1.50	
12-inch	1.50	3.10	2.25	....	2.65	2.00	
15-inch	2.00	4.25	3.40	....	4.00	2.75	
18-inch	....	5.50	....	....	....	4.00	
21-inch	....	6.75	....	10.80	....	6.00	

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb.

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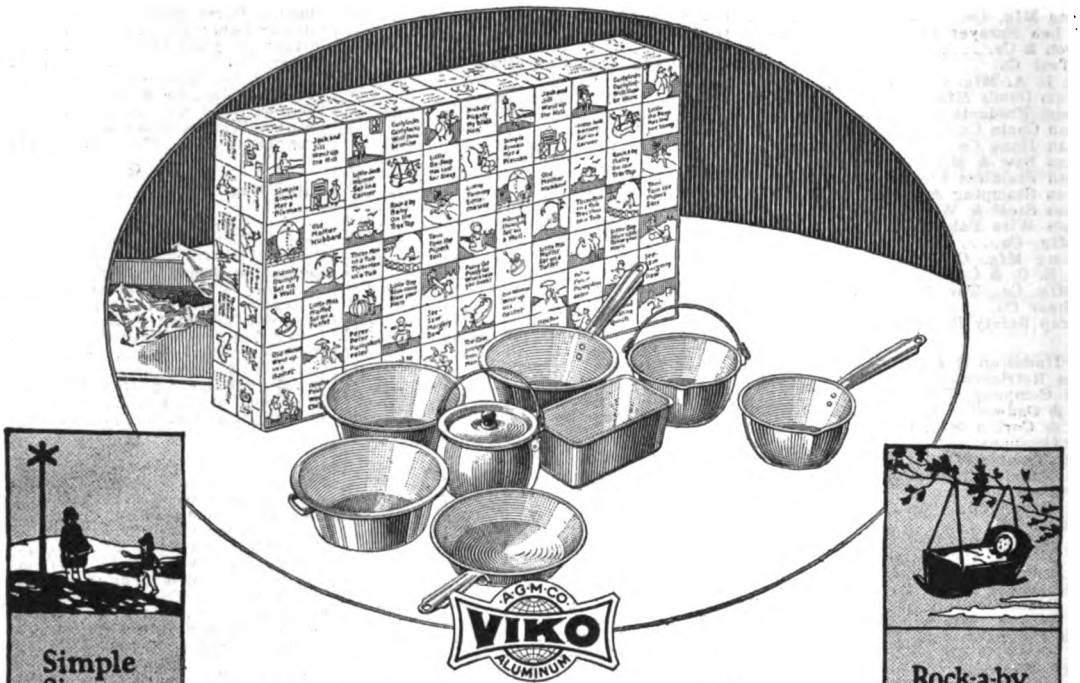
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Simple Simon Met a Pieman



Humpty Dumpty Sat on a Wall

Rock-a-by Baby On the Tree top



Little Boy Blue come Blow your Horn

New "Mother Goose" Box for Viko Toy Sets

A box so attractive and unusual, we've had it copyrighted! Each square in the checkered design bears a gay, familiar figure from the rhymes of Mother Goose. (Details of design shown in panels at left and right.)

The box is printed in five bright colors, and, to children, appeals like a vivid and beloved story-book. It is both entertaining and instructive.

VIKO Toy Sets include many combinations of handsome aluminum dishes, or shining miniature cooking utensils. Packed in "Mother Goose" boxes, these Sets will meet with a **ready sale the whole year 'round. Place your orders for Christmas trade now.**

Write Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

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They Say the Good Die Young

Exploded Theory

STERLINGS are guaranteed for a ripe old age and we know they're good because we make them that way from the best materials we can get.

Cords only, above 31x4 sizes; and in the smaller sizes, the biggest, huskiest, 5-ply fabrics you ever saw—hand-made, airbag cured, and moderate-priced.

Guaranteed for 6,000 miles on fabrics and 8,000 on cords, but built to do much better than that.

Send us your address for a section and a price list.

We're satisfied that you'll do the rest.

STERLING TIRE CORPORATION

Established 1908

Rutherford - - - - - - New Jersey

Sterling Tires

TRADE MARK

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MY 12 '21 S

Hardware World

·PLUMBING AND HEATING·

MAY 1921

Converse Tires

More miles
Less skid

Two-Minute Chats with Converse Dealers—No. 3

(In which I ask Mr. Lord to answer one question)

I dropped in to see Mr. R. D. Lord one hot day last August. Mr. Lord is the proprietor of a big profitable Tire Shop that stands on the corner of Concourse and Van Cortlandt Avenue, New York City. And Mr. Lord **knows** tires and tire merchandising.

"I dropped in to ask you just one question, Mr. Lord," I said. "Why did you take up the agency for Converse Tires?"

"The Converse Dealer Proposition was the thing that hit me right," he answered. "**an exclusive agency which does away with subway competition—more important still, a proposition that lets the dealer make his own price to the consumer and so make real profits.**"

"And when I saw my first Converse Cord," he went on, "I was sold again. The fadeless ebony black rubber—the big rugged oversize non-skid tread—I knew those tires would sell on sight. And they do. **But,** my nine-times-out-of-ten repeat sales result from the customer's satisfaction with Converse Cord Mileage."

CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

Service Branches:
New York—300 Amsterdam Avenue
Chicago—618-626 W. Jackson Boulevard
Boston—801 Boylston Street



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WHITLOCK Guaranteed CORDAGE

WRITTEN IN THE LOG OF MANY A GOOD SEA CAPTAIN'S MIND ARE THE WORDS: "WHITLOCK ALL-MANILA, ABLE SEAMAN." A ROPE WHICH FULFILLS THE SEA'S STERN REQUIREMENTS WILL BUILD BUSINESS FOR ANY DEALER WHOSE TRADE DEMANDS FIRST-CLASS CORDAGE.

The Rope that Endures
WHITLOCK
ALL-MANILA

Write for our new illustrated catalog

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Factory and Warehouses: Jersey City, N. J.

Western Distributors
- The Salt Lake Hardware Co., Salt Lake City, Utah.
- Townley Metal & Hardware Co., Kansas City, Mo.
- The Hendrie & Bolthoff Mfg. & Supply Co., Denver, Colo.
- Hackett, Gates, Hurty Co., St. Paul, Minn.

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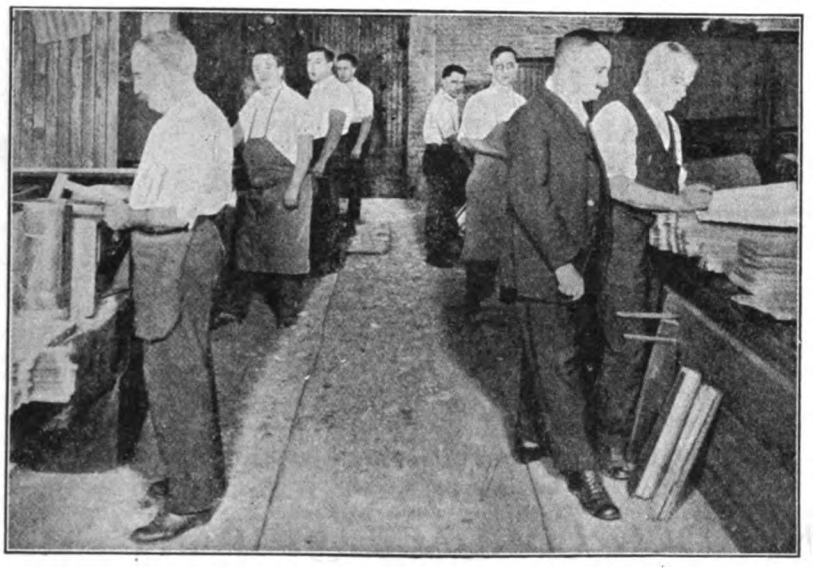
DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

Disston Saw Makers for Three Generations

Three Brothers—John, George, and James Arnold—and Their Sons Have Been Disston Saw-Makers for an Aggregate of 256 Years.

In the year that U. S. Grant became President of the United States, George Arnold Sr., following the footsteps of his father, started to work for Henry Disston. Under the guidance of Henry Disston, George Arnold learned the art of saw-making. John and James Arnold, his brothers, followed and eventually became skilled craftsmen in the same profession. The sons of these three brothers, as they grew up, followed in their fathers' work and, today, eight men of this one family are Disston Saw-makers.



Left hand row, reading back—James, Harry, George, Jr., William. Right hand row, reading back—John, George, Sr., Albert, Walter

The following is an outline showing the number of years these men have been with the House of Disston, and the position now held by each:

John is Assistant Superintendent, in charge of the Hand Saw Department, 41 years; George Sr., Foreman of the Hand and Wood Saw Blade Department, 53 years; James, Iron Backs for Mitre Box Saws and Back Saws, 40 years; Harry, son of George Sr., Hand Saw Smither, 32 years; George Jr., Setter and Sharpener in Hand Saw Department, 30 years; Albert, son of James, Butcher Saw Department, 20 years; Walter, son of James, foreman in Hand Saw Smithing Department, 14 years; William, son of George Sr., Setter and Sharpener in Hand Saw Department, 11 years; John, son of James, not now with the firm, Long Saw Toother, 15 years.

There is an old saying that "it takes seven years to make a saw-maker." It does—but it takes many times seven years to make master saw-makers who can equal the workmanship of these men.

The Arnold family is typical of the families of master craftsmen who have worked for two or sometimes three generations in the House of Disston. It was probably the observation of men of this type that led Mr. Parker, Director of Vocational Education, Toledo, Ohio, to write in the Vocational Bulletin:

"Side by side in the Henry Disston plant work three generations. I had heard that such was the case, but it was impressive to actually see them at work. On my eastern trip I got a hurried glimpse of this plant in Philadelphia, busily engaged in making files and saws.

"When it comes to saws, there are all kinds of hand saws, hacksaws and circular saws. Of the latter, I saw them for all purposes from cutting metal and wood to shelling peanuts and seeding raisins.

"In the rejected material was a hand saw which I shall never forget. To me it was a work of art which I shall always covet. A sharp eyed inspector had thrown it out because of some scratches upon its blade. Its handle was to be removed and the blade returned to the melting pot.

"Seldom have I seen so many grey haired men in plant, and all with an intense interest in their work. One man told me that there is no trade requiring the personal judgment of saw making. That after 23 years at his bench he sees new problems in each day's work.

"The plant with three generations at work should be able to put out a great and economical product of which all should be proud."

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May, 1921

DISSTON
PROFIT PLANS

A List of What Disston Makes

And in these Saws, Tools, and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal



Bevels
Buck Saws
Butcher Saws and Blades
Cabinet Scrapers
Chisel Tooth Circular Saws
Circular Saws for Wood, Metal, and Slate
Compass Saws
Concave Saws, Circular
Cross-cut Saws
Cut-off Saws
Cylinder Saws
Dovetail Saws
Drag Saw Blades
Edger Saws
Files and Rasps
Filing Guides
Gang Saws



Gauges, Carpenters' Marking
Grooving Saws
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular—for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Lock Corner Cutters
Machetes
Mandrels
Metal-slitting Saws



Milling Saws for Metal
Mitre-box Saws
Mitre Rods
Nest of Saws
One-man Cross-cut Saws
Pattern Maker Saws
Plumbs and Levels
Plumber Saws
Post Hole Diggers
Pruning Saws
Rail Hack Saws
Re-saws
Saw Clamps and Filing Guides
Saw Gummers



Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Scroll Saws
Segment Saws
Shingle Saws
Siding Saws
Slate Saws, Circular



Squares, Try and Mitre
Stair Builder Saws
Stave Saws
Straight Edges
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning, Felloe, etc.

This is a partial list. There are thousands of items in the complete Disston line.

HENRY DISSTON & SONS, Inc.
Philadelphia, U. S. A.

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Hardware World

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman, Editor and Manager.

*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St., Portland, Ore. | 421 First Nat. Bank Bldg. Chicago | Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 507 Pioneer Bldg. Seattle, Wash. | 1302 Young St. Dallas, Texas | 204 Scott Bldg. Salt Lake, Utah

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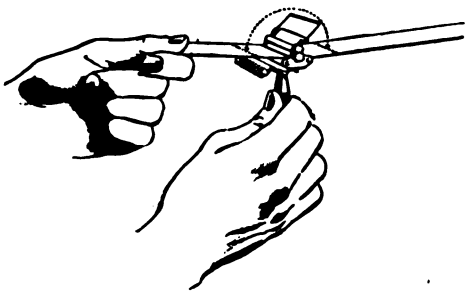


Complete window-trim now packed free with half-dozen and dozen lots

WE realize that the dealer's window is the most valuable space in his store. He wants to make every inch of it work in building sales. Window trims that will do this aren't found every day. And so a new Valet AutoStrop Razor plan has been worked out. A complete set of striking display material is now being packed right in with each assortment of ½ dozen or dozen sets.

You can take your choice of two small carefully-selected assortments —and when you open the package, there's the display all ready to set up! It's the sort of window-trim that really *sells*, because it ties up your store in a powerful way to our big advertising campaigns in national magazines. It registers the three big points of the Valet AutoStrop Razor story in a way no man can forget.

First, the tremendous difference between stropped and unstropped blades — second, the efficiency and simplicity of the Valet AutoStrop Razor—third, the 30-day Free Trial Plan and what it means.



Assortment No. 6 consists of six of the most popular $5.00 Valet AutoStrop Razor sets—costs you $22.50—and sells for $30.00. Assortment No. 12 contains twelve $5.00 sets—costs you $40.50 (a ten per cent discount, you'll notice) and sells for $60.00.

There's enough variety in each to give you a combination of best sellers. You get the most popular sets in our whole line—and packed free with these, a handsome window-trim that will build up your razor sales as never before. Order now before the supply is exhausted. Write your order on the coupon below and mail it today.

VALET
AutoStrop Razor
—sharpens itself

FILL THIS OUT TODAY

AutoStrop Safety Razor Co.,
656 First Ave.
New York.

Send me at once direct [ ] or through my jobber [ ] the special assortment of $5.00 Valet AutoStrop Razor sets which is checked below — including complete Window Trim.

[ ] No. 6—½ doz. sets—$22.50. Sells for $30.00.

[ ] No. 12—1 doz. sets—$40.50. Sells for $60.00.

My name .....

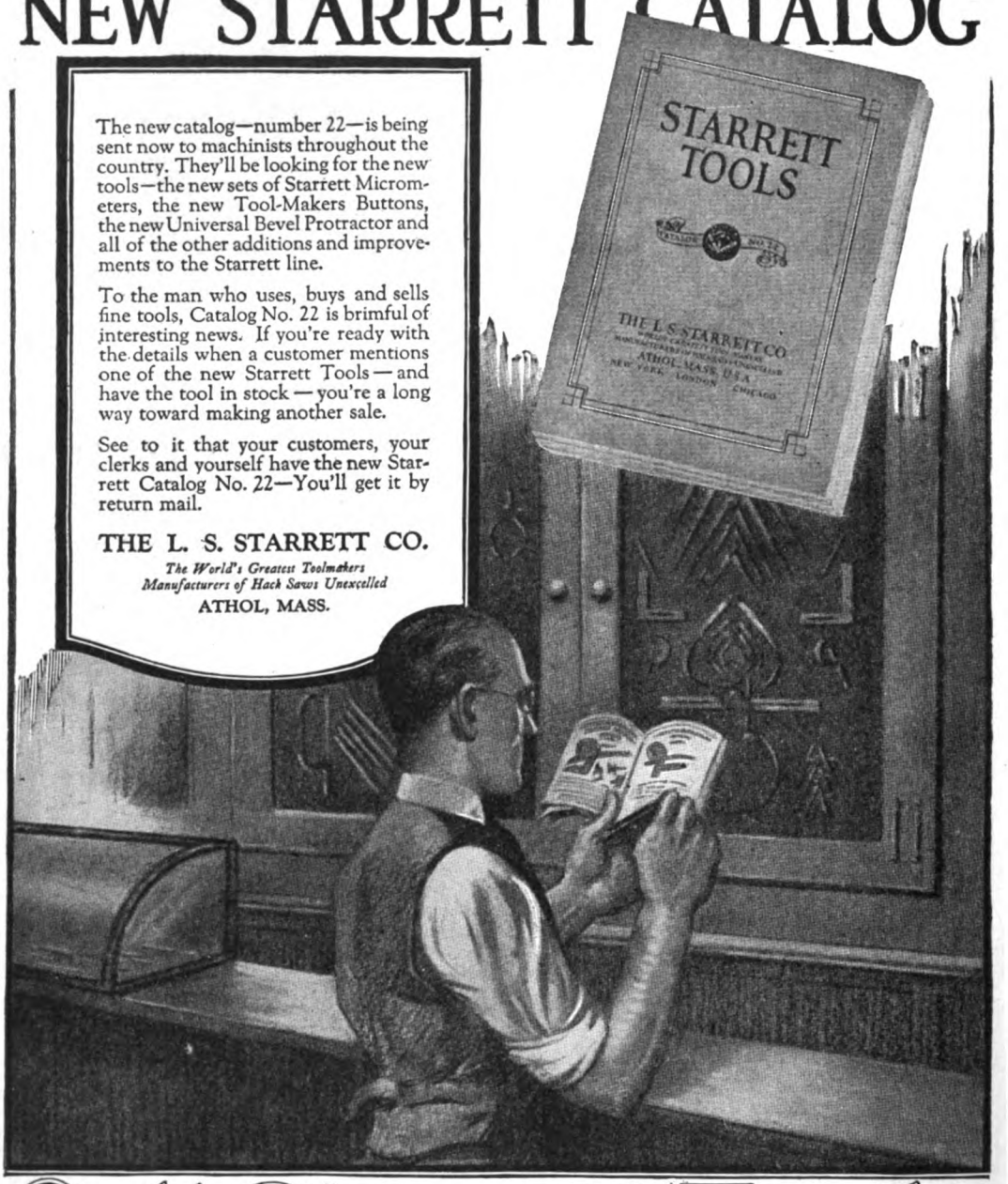
Address .....

Jobber's name .....

Address .....

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Check up your stock with the NEW STARRETT CATALOG



The new catalog—number 22—is being sent now to machinists throughout the country. They'll be looking for the new tools—the new sets of Starrett Micrometers, the new Tool-Makers Buttons, the new Universal Bevel Protractor and all of the other additions and improvements to the Starrett line.

To the man who uses, buys and sells fine tools, Catalog No. 22 is brimful of interesting news. If you're ready with the details when a customer mentions one of the new Starrett Tools — and have the tool in stock — you're a long way toward making another sale.

See to it that your customers, your clerks and yourself have the new Starrett Catalog No. 22—You'll get it by return mail.

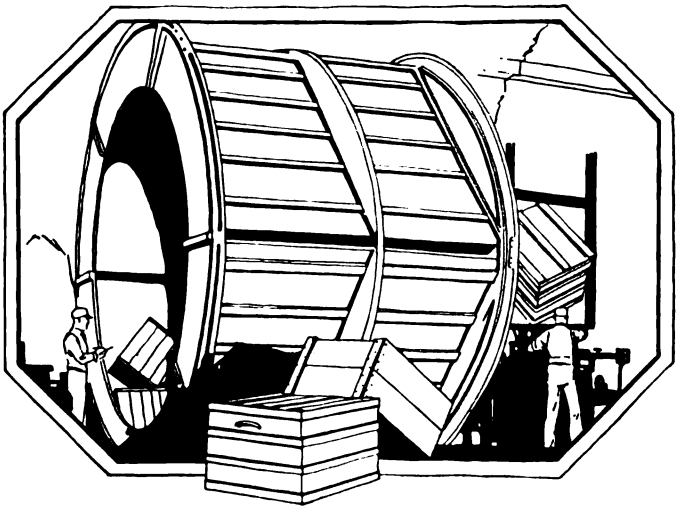
THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Sell Starrett Tools

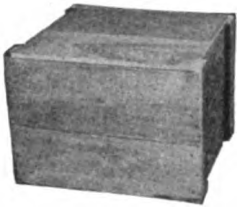
42-129

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Hundreds of Manufacturers Have Benefited by These Tests

Without obligation, manufacturers use the "Chicago Mill" testing laboratories to determine the best box for their goods. In the huge revolving drum shown above, boxes *packed with your goods* will be dropped from various heights, again and again, alighting in every conceivable position, receiving the maximum strains and buffeting of travel. From repeated tests with various boxes, the box best suited for your need can be selected without prejudice—because "Chicago Mill" makes *every type* of box in general use.



These tests have been used by hundreds to find *stronger* boxes and yet *lighter* boxes with *less displacement*—for machinery parts and eggs, glass containers and bolts, canned goods, food products, clothing, chemicals, typewriters, clocks, chinaware, confectionery—products of every conceivable nature.

Note also the corner-stress test pictured at the right of the illustration. Tests may be arranged through correspondence with the executive offices. Let us help you find the right box for your goods.

The Nailed Wood Box pictured above is produced by our Wood Products Department. We also manufacture Nailed Wood (set up or knocked down), Solid Fibre, Corrugated Fibre, Wirebound, Hinge Corner, Lock Corner and Bottle Boxes—boxes selected by test for every shipping need

CHICAGO MILL AND LUMBER COMPANY

Executive Offices: Conway Building

CHICAGO

"CHICAGO MILL"

Every Type of Box BETTER BOXES CHICAGO MILL SAFER SHIPPING *in General Use*

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1847 ROGERS BROS.
SILVERPLATE





Ambassador

The dignity and beauty of this new pattern are most happily suggested by its name.

The Ambassador carries to the court of public approval the highest credentials as a representative of a line traditional for quality.

Unusually attractive advertising will announce this new pattern to the general public.

Illustrated folder and price list will be sent upon application to Advertising Department, International Silver Co., Meriden, Conn.

INTERNATIONAL SILVER CO.

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A High Grade Ware That Sells at a Popular Price

There is probably no more valuable metal for the making of cooking utensils than aluminum. It is tough, durable, malleable, light in weight, good to look at, an excellent conductor of heat, and it takes a permanently smooth finish. The merit of the finished ware, however, depends not solely upon the fact that it is aluminum. *How it is made* is the important thing.

VIKO, The Popular Aluminum, is sturdily constructed from thick sheet aluminum which is 99% pure. It gives unusual wear, is finely designed, and beautifully finished. It is a good line for the retailer to handle, not only because it gives consumer satisfaction, but because it contains utensils for every kitchen need and retails profitably at a popular price. For full information—

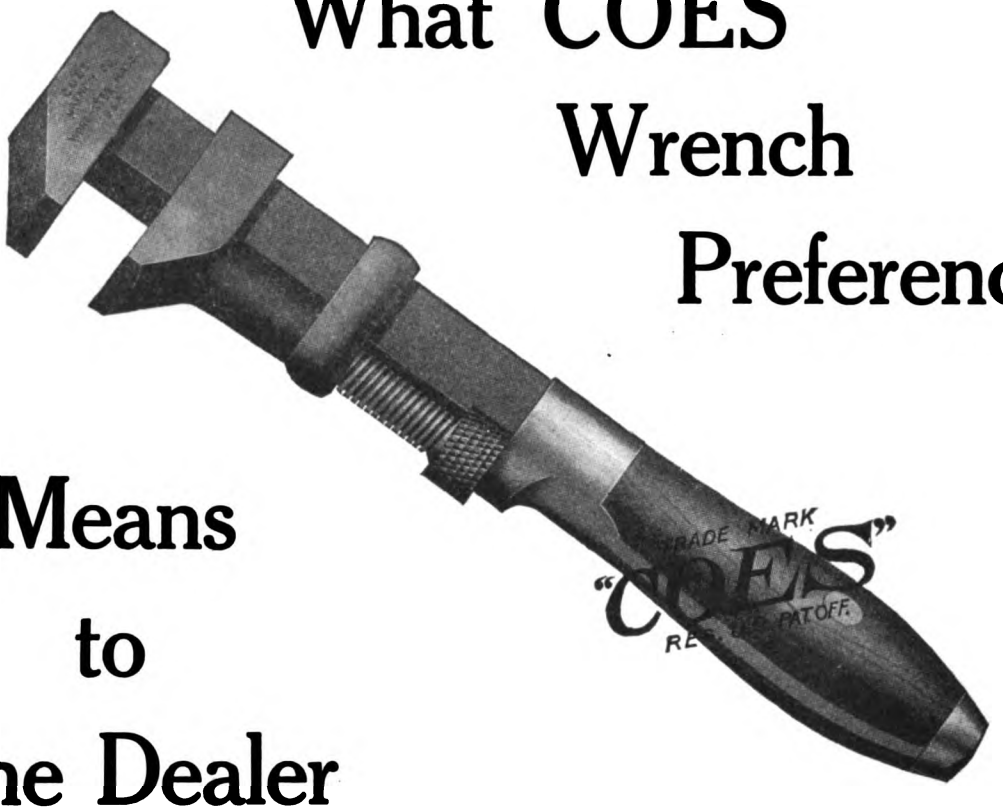
Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

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What COES Wrench Preference Means to the Dealer



Granted that there is competition in your town—consider what it would be worth to you when people think of Hardware to have them think of your store first.

Speaking of Hardware, let us concentrate on screw wrenches.

When a man wants a screw wrench there is always some one wrench that comes **first** to his mind.

If a customer thinks of the COES Wrench **before** thinking of any other wrench, even though he has only a **slight preference** for the COES—it means a **sale** to that customer.

COES quality, reputation and advertising for 80 years has created a **preference** for COES Wrenches, which means **sales.**

And Sales are What Count

Every merchant and his sales force will readily see the advantage in selling the COES —the wrench most people **prefer.**

Sizes 6 to 21 inches

YOUR JOBBER WILL SUPPLY YOU

TRADE MARK REG. U.S. PAT. OFF. NO. 64696 Coes

Coes Wrench Company

Established 1841

WORCESTER, MASSACHUSETTS

TRADE MARK REG. U.S. PAT. OFF. NO. 64696 Coes

AGENTS

J. C. McCarty & Co.
29 Murray St., New York

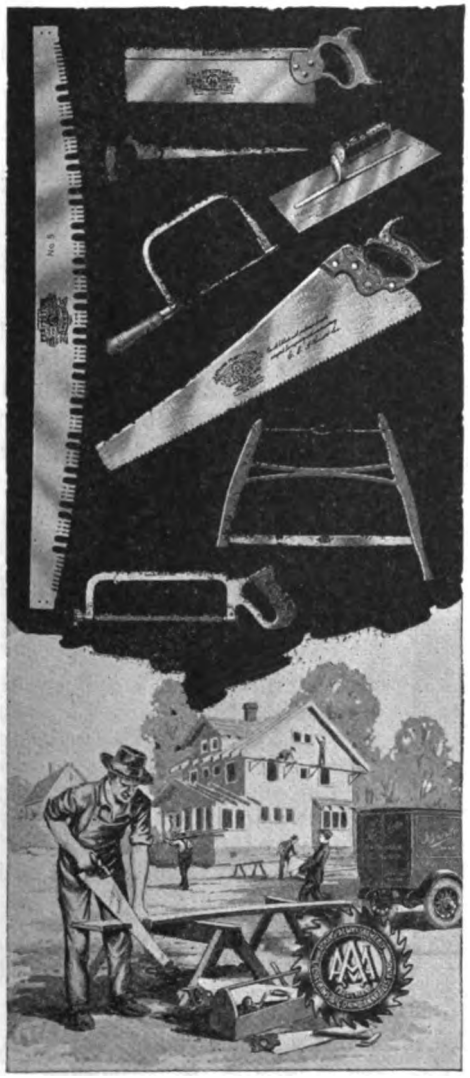
Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
113 Chambers St., New York

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ATKINS

SILVER STEEL SAWS



Preparedness!

ARE you prepared to take care of the large demand for tools that is bound to come? If not, you had better put in a stock of Atkins Silver Steel Saws and Tools. Get some of the business our advertising creates.

The quality of our saws and tools has been established. Let us help you increase your sales of them. Our advertising department is at your service.

Write us today for our plans to increase your saw and tool sales.

Have you one of our books entitled, "How to Sell a Saw?" It's free.

E.C.ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Slide-vertise Your Name



No. 1



No. 2



No. 3



No. 4

In Connection With

The Great "Anti-Slide" Accessory

WEED TIRE CHAINS

FREE LANTERN SLIDES

WE will furnish you FREE any of these hand-colored lantern slides with your NAME and ADDRESS prominently featured.

It will positively mean more business for you. Bear in mind that the average theater seats over six hundred people and shows to over fifty thousand a month. You can reach the consumer when he is at leisure—when he is in the mood to read everything placed before him. These lantern slides will grip the interest of the public and drive the message home with such force that it must be remembered after the show. You will not only sell more WEED TIRE CHAINS but other merchandise as well.

Magazines Carrying WEED TIRE CHAIN Advertisements:

American Magazine
American Motorist
Christian Herald
Cosmopolitan Magazine
Everybody's Magazine
Holland's Magazine
Independent Magazine
Life
Literary Digest
Motor
Motor Life
Motor World
National Geographic Magazine
Outlook
Red Book Magazine
Saturday Evening Post
Sunset Magazine
World's Work

Tie Up With National Advertising

Our advertisements appear in popular magazines with a combined circulation of over 5,000,000. The people who read these advertisements are pretty well sold on the merits of Weed Tire Chains. Now it's up to YOU to remind them that you carry the chains in stock. The most effective way of doing it is with lantern slides.

Just drop us a line today specifying which slides you want

AMERICAN CHAIN COMPANY, Incorporated

BRIDGEPORT, CONNECTICUT, U. S. A.

IN CANADA: DOMINION CHAIN COMPANY, LIMITED, NIAGARA FALLS, ONT.

General Sales Office: Grand Central Terminal, New York City

District Sales Offices: Chicago, Pittsburgh, Boston, Philadelphia, Portland, Ore., San Francisco

LARGEST CHAIN MANUFACTURERS IN THE WORLD

Digitized by Google

Have you noticed that, today, pistol customers insist on—

SAFETY FEATURES

It's a fact.

The bulk of the sales today are to the home owner, the every-day citizen who wants protection. And, unless he is a "gun crank," he will care little about the technical details of the pistol.

It's safety that interests him.

Try this with the customer

A demonstration of the magazine withdrawal safety of the Remington .380 cal. Automatic Pistol is always convincing—

> the customer has the Remington in his hand with the hammer cocked. Show how simple it is to withdraw the magazine as the release button is pressed. It is then that you can convince him of Remington safety, for with the magazine withdrawn it is impossible to release the hammer and fire a cartridge which might remain in the chamber.
>
> After this you can show him the automatic grip safety, and the "on" and "off" lever which is the only safety consciously operated by the shooter, as the others are automatic.

The average person wants safety and in selling a Remington you sell complete safety.

"It rests in your palm like the hand of a friend"



Points that sell the

REMINGTON AUTOMATIC PISTOL

Model 51

1. Compact—easily carried.
2. A grip that fits the hand—Aims naturally.
3. Built in balance that lessens the effect of the recoil.
4. Low sights. Nothing to catch on the clothing.
5. Accuracy and stopping power. .380 Rimless cartridge.
6. Eight shots without reloading—7 in magazine, 1 in chamber.
7. Completely safe.

*Remington firearms, **ammunition and cutlery are sold exclusively through the wholesale hardware trade***

REMINGTON UMC **Remington** REMINGTON UMC

Digitized by Google

GOODELL-PRATT

1500 GOOD TOOLS

Tools for the Motorist

Every One a Necessity

Goodell-Pratt Automobile Tools were designed by practical automotive mechanics to fill some real need, and our advertising is creating a brisk demand for them.

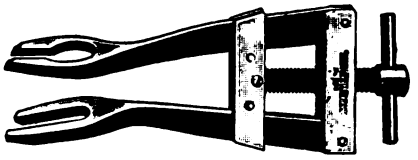


Valve Grinder
No. 288

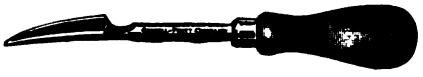
There are over 2000 Sizes and Kinds of Goodell-Pratt Tools for Motorists, Toolmakers, Carpenters and Householders.

Are You Prepared?

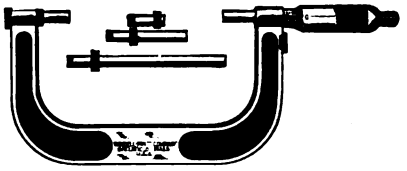
Your customers will soon be calling for just such tools as are shown on this page. Is your stock up to normal so that you may render them the service they expect?



Valve Lifter—No. 596



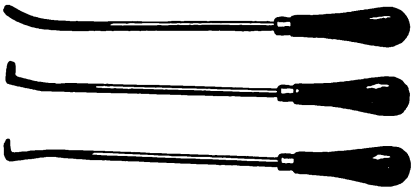
Bearing Scraper—No. 382



2 to 6 inch Micrometers—No. 622



Chauffeur's Wrench—No. 595



Carbon Scrapers—No. 568

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

Digitized by Google

Our New Trade Mark!

STANLEY
S.W.

GAGE
SELF-SETTING
IRON PLANE

THE plane iron, when removed to be honed or sharpened, is replaced in exactly the same position as before removing. This also applies to the plane cap, when taken out to allow removal of the cutter, goes back in the same position.

An illustrated folder J5, setting forth the advantages of this plane gladly sent to hardware merchants for distribution; your name and address printed on the cover

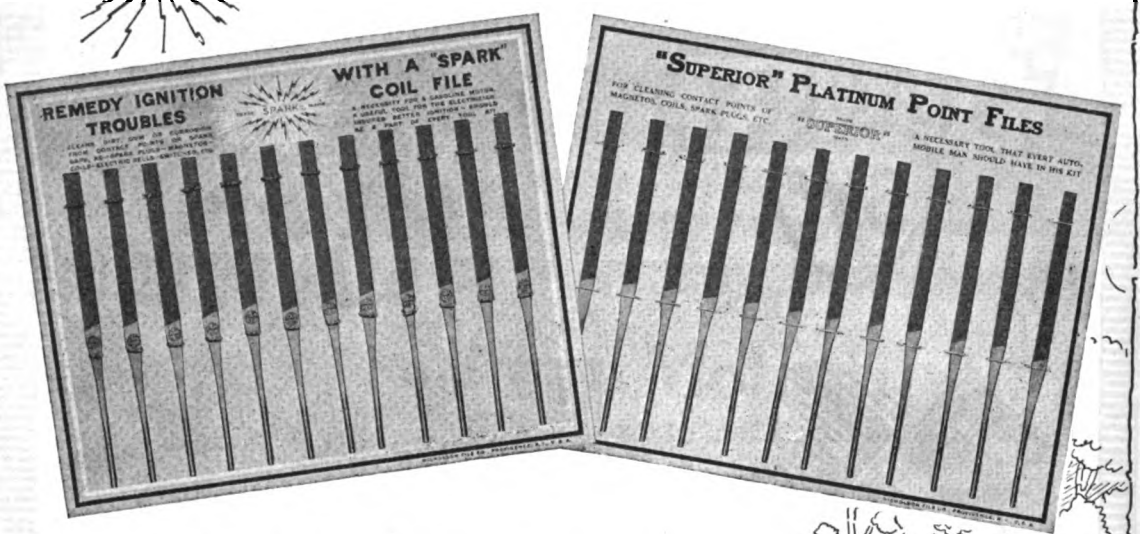


THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

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TRADE MARK SPARK APPLIED FOR

"SUPERIOR"



These Counter Display Cards are Great Sellers of

"SUPERIOR" Platinum Point Files
"SPARK" Coil Files

Every customer in garage, or auto supply store and most of those in hardware stores are prospects for these very necessary automobile and motor accessories.

Keep both of these effective counter displays always before them. The sure result will be many of the extra sales that help to build profits.

If your Jobber can not supply you write us direct today

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.



Digitized by Google

Sargent-made Planes and Squares

The Sargent name on planes and squares, means the same quality that has made Sargent Locks and Hardware famous. Your most exacting customers will be delighted with these fine tools.

Both planes and squares are made in all styles and sizes for every purpose, but we call particular attention to these two lines.

Sargent Auto-Set Bench Planes

Can be used for both heavy and very fine cuts, the rigidity of the cutter eliminating any tendency to chatter. When once set, the blade can be removed, whetted and replaced in exactly the same position without re-adjustment—an exclusive Sargent feature. Made in six sizes, smooth or corrugated bottom.

Sargent Framing Squares

The only squares made which require no figuring by the carpenter, saving his time and avoiding errors. The rafter tables are all on the square, markings are very plain and absolutely accurate.

Further information on Sargent Planes and Squares will be sent on request, without obligation.

Sargent & Company

NEW HAVEN, CONN.

New York Chicago



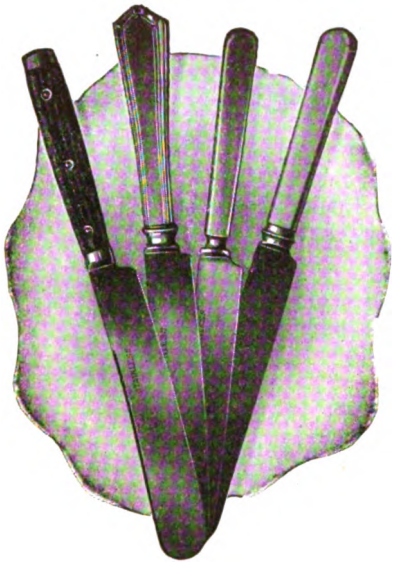
SARGENT

LOCKS AND HARDWARE

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STAINLESS—The New Cutlery Steel

"NEITHER RUSTS, STAINS NOR TARNISHES"



NOW'S the time to stock up—and stock up intelligently with a splendid "leader" that will insure quick turnovers and large profits. Stainless is a name of great importance to the Housewife — because it means an end to this continual scouring and discolored knives. It should be of greater importance to the Retailer, in these days of cautious buying — Stainless stocks do not accumulate dust.

Stainless knives are furnished in a variety of attractive handles—aluminum, celluloid, rubber, wood, and "stainless." They are also furnished with the various nationally advertised patterns of silverware — patterns with which the public has become familiar through consistent advertising.

Write direct to the companies listed below—it will pay you to investigate Stainless.

Stainless Cutlery is "Made in America" by the following:

AMERICAN SILVER CO.,
Bristol, Connecticut.

AMERICAN CUTLERY CO.,
Chicago, Illinois.

CLEMENT MANUFACTURING CO.,
Northampton, Massachusetts.

INTERNATIONAL SILVER CO.,
Meriden, Connecticut.

JOHN RUSSELL CUTLERY CO.,
Turners Falls, Massachusetts.

LAMSON & GOODNOW MFG. CO.,
Shelburne Falls, Massachusetts.

LANDERS, FRARY & CLARK,
New Britain, Connecticut.

MERIDEN CUTLERY CO.,
Meriden, Connecticut.

NORTHAMPTON CUTLERY CO.,
Northampton, Massachusetts.

REED & BARTON CORPORATION,
Taunton, Massachusetts.

ROGERS, LUNT & BOWLEN,
Greenfield, Massachusetts.

SIMEON L. & GEORGE H. ROGERS CO.,
Hartford, Connecticut.

WM. A. ROGERS, LIMITED,
Niagara Falls, New York.

SHELTON TOOL & MACHINE CO.,
Derby, Connecticut.

THE WATSON CO.,
Attleboro, Massachusetts.

WINCHESTER REPEATING ARMS CO.,
New Haven, Connecticut.

R. WALLACE & SONS MFG. CO.,
Wallingford, Connecticut.

American Stainless Steel Company

1543 Oliver Bldg., PITTSBURGH, PENNA.

Digitized by Google

MAKE YOUR SALE A SUCCESS

Handle

American Maid Aluminum Ware

The Popular Price Line

A Good Sales Feature



A Quick Profit Maker

"American Maid"

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the

American Maid Line

Mr. Dealer: You will find every housewife an enthusiastic buyer for

American Maid Ware

—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

Ask Your Jobber for American Maid Aluminum Ware

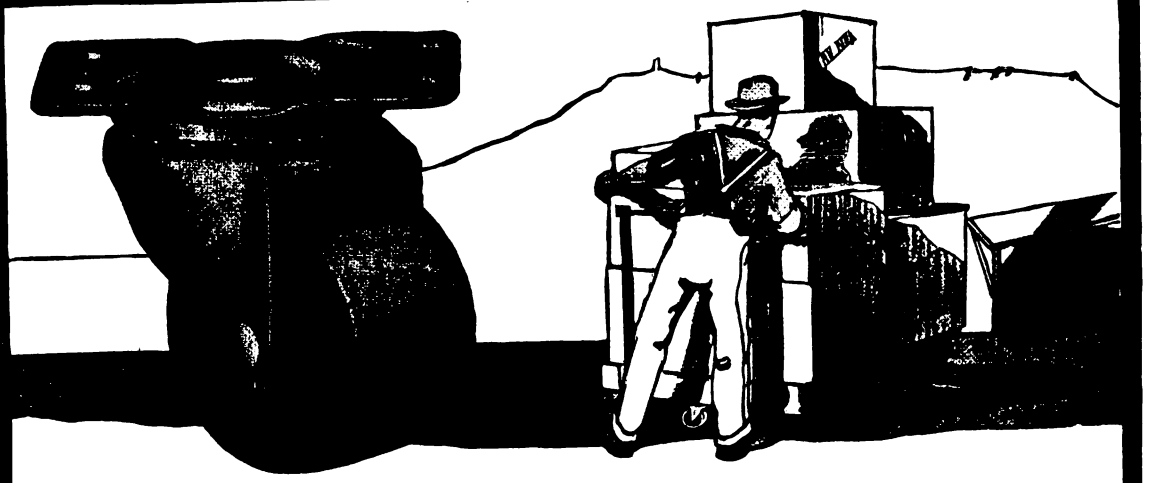
Manufacturers

ILLINOIS PURE ALUMINUM CO.

LEMONT, ILLINOIS, U. S. A.

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BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?



The Bassick Company

Which is a consolidation of—
The Universal Caster & Foundry Works
The M. B. Schenck Company
The Burns & Bassick Company

Write for descriptive circular No. 200 W

General Offices
BRIDGEPORT - CONN.

PRODUCTS

Digitized by Google

BISSELL'S New Toy Sweepers

MADE in an entirely new way, these Bissell's Toy Sweepers are easily the neatest, most attractive and best mechancially, of any toy sweeper now, or heretofore marketed.

Not only this, but the installation of special machinery and processes to manufacture them on a big production basis, makes possible the low prices quoted.

From a selling standpoint, aside from producing its immediate profit from the sale, it is a potent suggestion to the mother for a full size Bissell.



BISSELL'S "LITTLE DAISY"

This model is 7 in. long, 4½ in. wide and 2 in. high, with 24 in. handle. It is finished deep blue with lettering and border stripes in pale yellow. The handle is stained to match the case; wheels are red and the brush pulleys natural. The bright coppered bail harmonizes attractively with the blue.

Prices—Per Doz. $2.00; Half Gross $11.50; Gross $23.00. Retail 25c (30c in the West and South)

Ready for delivery in July.

Ask for colored illustrations. Jobbing terms on request.

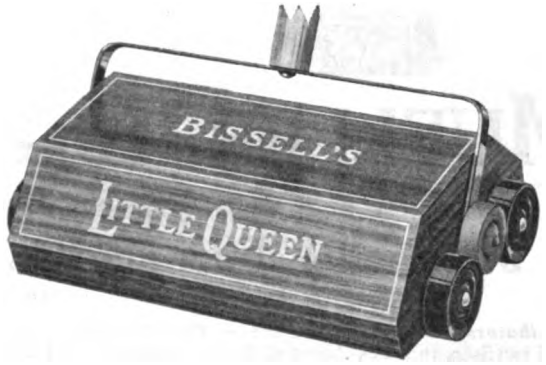
Both models packed in assorted cartons of 3 and 6 dozen.

Shipping weight per gross about 120 lbs.

BISSELL'S "LITTLE QUEEN"

The "Little Queen" is larger than the "Little Daisy." Is more finely finished and all together a very fine toy sweeper. The case has a gloss mahogany grain finish with gilt lettering. The handle and brush pulleys are stained mahogany with shellac finish, the wheels being a gloss black, while the bright copper finished bail adds richness to the whole. Size 7¾ in. long, 4½ in. wide and 2 in. high. Handle 24 in. long.

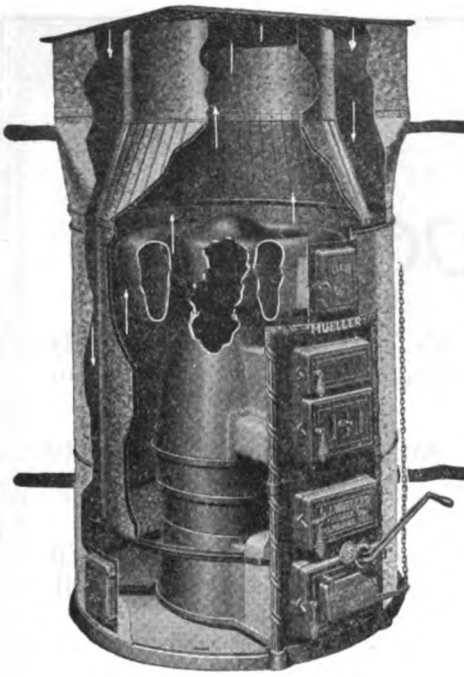
Prices—Per Doz. $3.00; Half Gross $17.50; Gross $35.00. Retail 50c.



BISSELL CARPET SWEEPER CO., Grand Rapids, Mich.

New York Office, 46 West Broadway

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Sectional View of Convector

Are you profiting from the biggest, easiest market for heat?

THERE is a bigger market for the Convector in your community than for any other type of heating system.

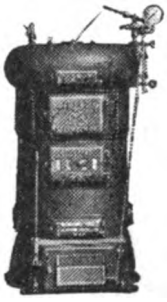
This, simply because it is the most practical, healthful and easily installed type for new houses or old.

Any pipeless system may heat a home, just as a pot-metal hatchet may chop down a tree. But not every pipeless system will breed the satisfaction that comes from the life-long service, comfort and economy of a Mueller "Big 3" Convector.

Sell the superior, nationally advertised, guaranteed Convector with its three big exclusive features. Let Mueller co-operation make sales for you. Send for the Mueller "Plan for Profit."

More than 188,000 homes and buildings are Mueller heated.

The L. J. Mueller Furnace Company makes superior heating systems of all types —warm air, steam, vapor and hot water. Mueller ratings are guaranteed.



MUELLER Boiler

MUELLER "BIG 3" CONVECTOR

(*Pipeless Heating System*)

L. J. Mueller Furnace Company, 233 Reed St., Milwaukee, Wis.

ESTABLISHED 1857

Distributors; The Salt Lake Hdwe. Co., Salt Lake City, Utah, and Pocatello, Idaho; Holbrook, Merrill & Stetson, San Francisco and Los Angeles, Calif.; Richards and Conover Hdwe. Co., Kansas City, Mo. and Oklahoma, Okla.; The Jackson Hardware Co., Aberdeen, So. Dakota.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn.; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Portland, Ore.; Wenatchee, Spokane, Seattle, Wash.

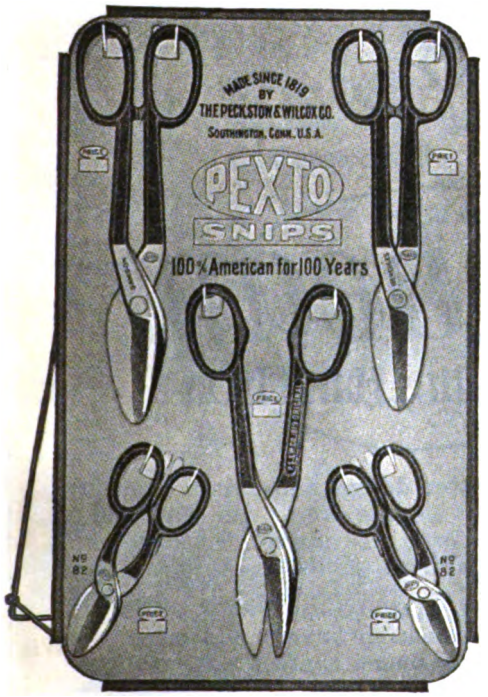
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100 Years of Successful Snip Manufacture

Doesn't that mean something to you?

Think what a century of experience and reputation back of the tools you sell means. And today we maintain that same high standard of workmanship and quality which made PEXTO SNIPS famous for so many years.



No detail of design or manufacture that would add to their usefulness is omitted.

Pexto Snips are made in twenty-five styles and various sizes which cover every type of practical snip. The line is complete and easy to sell.

The Snip Display Boards will increase your sales without adding to your sales costs. They make an exceptionally attractive display for windows as well as the counter.

The Lyon (shown above) is an unusually popular snip. It is made to cut circles and scrolls, but can be used as a regular snip. The blades are rounded and sharp pointed, making delicate work possible. Made in four sizes.

Send for a supply of our Snip Booklets—a 16-page pamphlet describing our line of Snips. We will gladly imprint them with your firm name and address.

Let us tell you more about Snips and our complete line of Mechanics' Hand Tools and Builders' Hardware as shown in our No. 20 Catalog. You will find it full of interesting and instructive details.

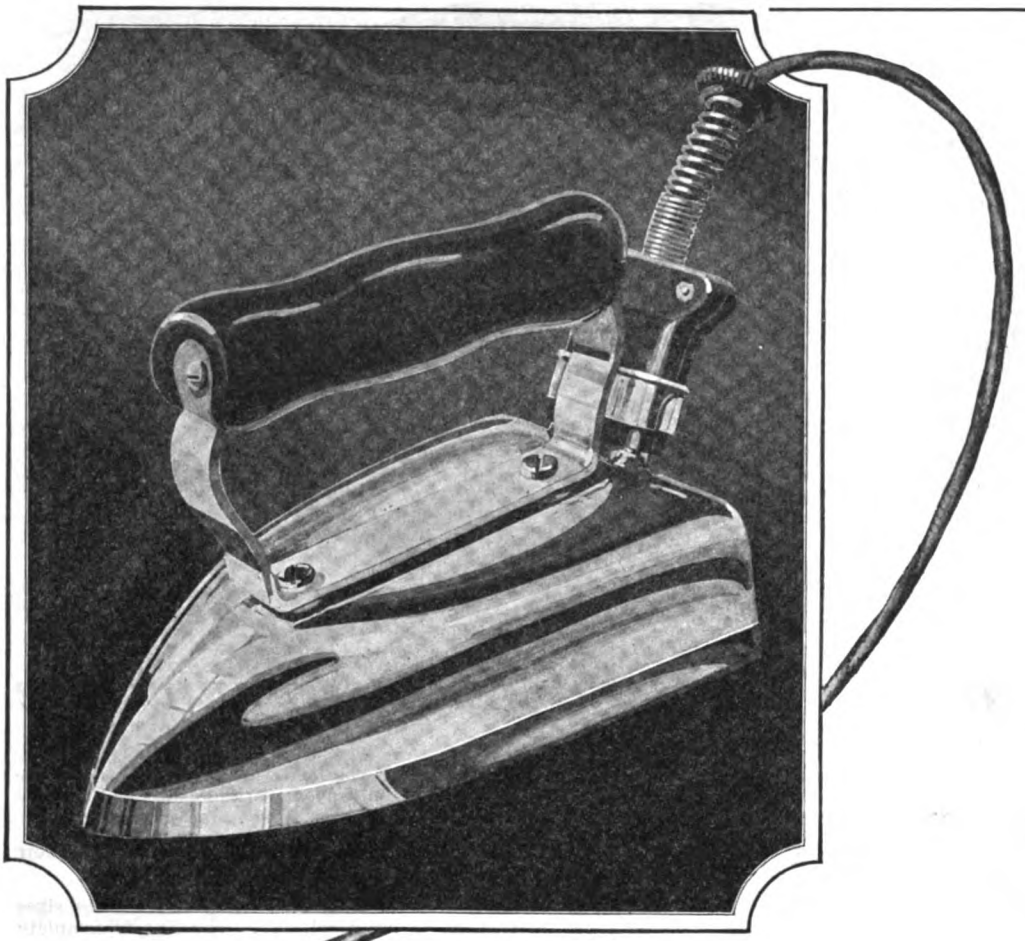
Pexto goods can be obtained through representative Canadian jobbers.

PEXTO

WORTH WHILE TOOLS

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

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Sunbeam

The Quality Hand Iron

THE consummation of master design and superior manufacture—the predominant electric iron. Its supremacy apparent in the solid worth of interior construction, symmetrical design, harmonious finish, choice appointments and the beautiful stand.

Invariably preferred by discriminating buyers, and meets the instant approval of women who demand character in manufacture. Nationally advertised.



Manufacturers of the well known

DOMESTIC

—a good, honest electric iron at a reasonable price.

You will want a sample order and complete information immediately.

Chicago Flexible Shaft Company

5604 Roosevelt Road, Chicago, Ill.

Digitized by Google

Thousands of Homes

are in need of New Galvanized Metalware Equipment

SPRINGTIME is cleaning up time, when worn out, unsightly Garbage Pails, for instance, must give way to substantially built new ones, as, for instance,

IRON HORSE GARBAGE PAILS



¶ And, too, there are countless other metalware items included in the *Iron Horse* line which Mrs. Housewife is in need of at this time — a few of them are listed below.

¶ It is highly important, you will agree, that you have this equipment on hand when your customers call for it.

Is your stock of Iron Horse Metalware complete?



OTHER IRON HORSE METALWARE ITEMS THAT ARE EXTREMELY TIMELY

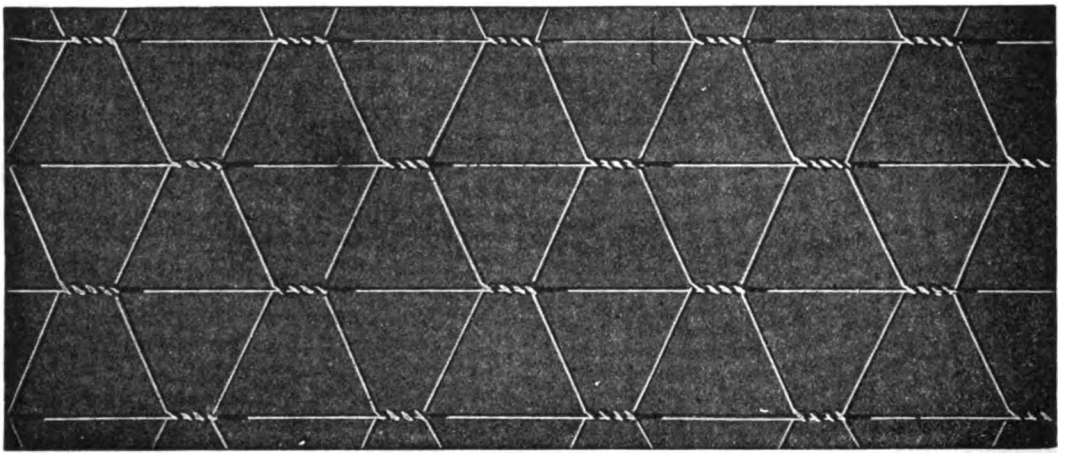
Flower Boxes	Water Pails	Refrigerator Pans
Cold Pack Canners	Dairy Pails	Steel Shovels
Dry Measures	Underground Garbage Cans	Wash Tubs and Boilers
Flower Vases		

Our complete catalog illustrates them and lists prices. If you are without a copy, write us today.

ROCHESTER CAN CO. ROCHESTER, N. Y.

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

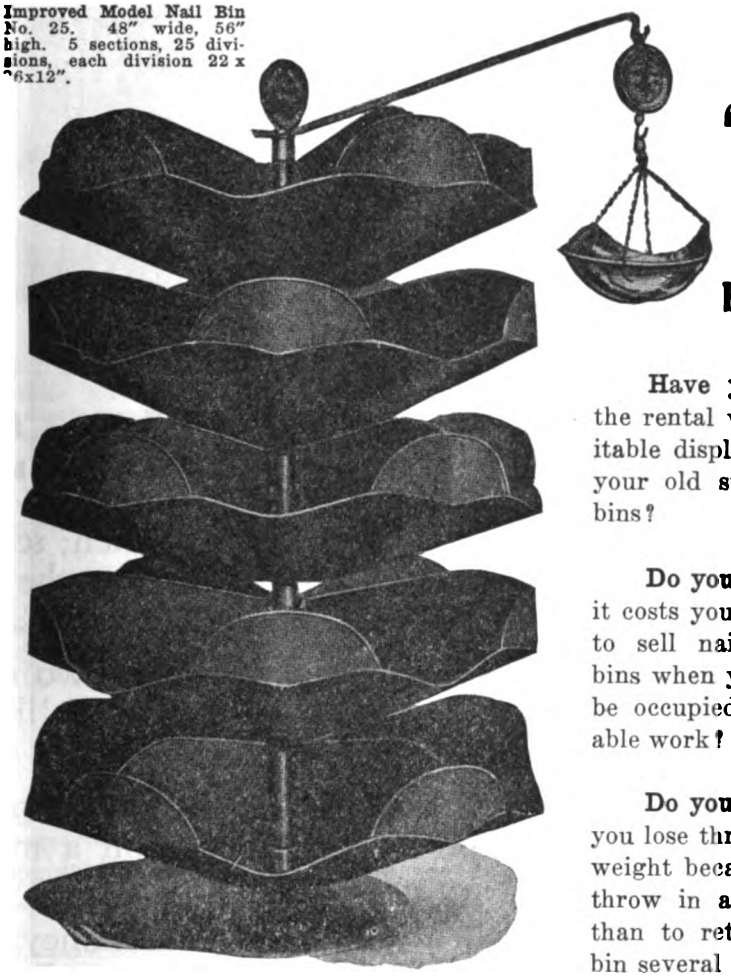
San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Time and Space——

Improved Model Nail Bin No. 25. 48" wide, 56" high. 5 sections, 25 divisions, each division 22 x 26x12".



The "ECLIPSE" Nail Bin will save both for you

Have **you ever** figured the rental value of the profitable display space used by your old style counter nail bins?

Do you know how much it costs you in waste of time to sell nails from counter bins when your clerks might be occupied in more profitable work?

Do you know how much you lose through giving over weight because it's easier to throw in a few extra nails than to return same to the bin several steps away?

Important considerations, in these times of high prices and high salaries.

The Eclipse nail bin eliminates all the waste from the selling of nails. It occupies but a few square feet of floor space yet is large enough to hold a keg each of all sizes. It saves 10 lineal feet of counter space which can be used for displaying other merchandise more profitable than nails.

The Eclipse Improved Bin is solid all steel construction with sections that revolve individually on full metallic ball bearings. Capacity of 100 pounds per bin, 5 bins to the section and 5 sections.

Spring scales swing in direct line with where you are weighing out. No trouble, no waste—just efficiency.

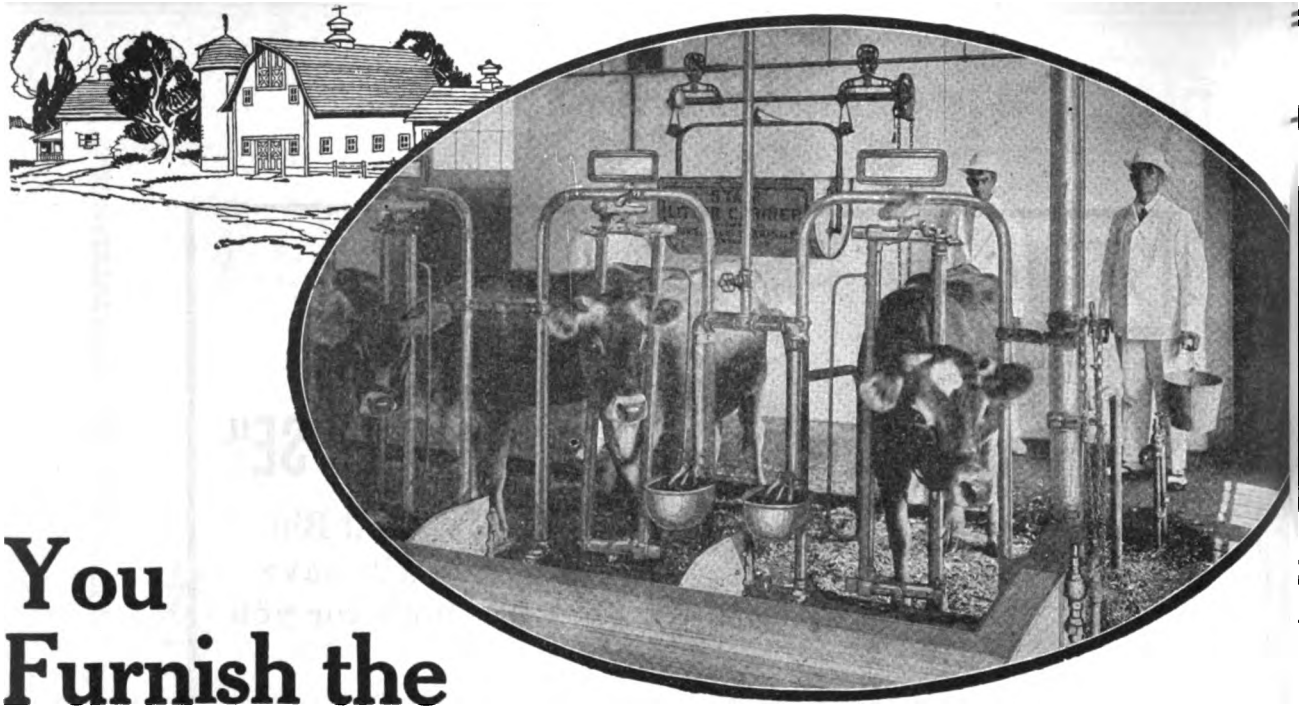
More than 6,000 concerns are using the Eclipse and not one of them would go back to the old style bins.

If your jobber does not sell the Eclipse, write us direct, or just tear out this page and send it in. Full information and prices will be forthcoming promptly.

THE WELLSTON MANUFACTURING CO.

WELLSTON, OHIO, U. S. A.

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You Furnish the Prospects—We'll Make the Sale



Are you pushing Star Water Bowls? They make more milk!

We maintain a large force of salesmen; seasoned, experienced men whose services are at the call of the dealers who sell Star equipment.

When you get a good prospect or two on Star Barn equipment let us know and we'll send a man to help you make the sale.

We not only offer the most saleable product, but the strongest sales co-operation a manufacturer can put behind his brand.

Barn equipment—labor-saving and money making—is now a necessity on every farm. But it still pays a specialty profit

Write for complete catalog—the most elaborate ever issued

Hunt, Helm, Ferris & Co.

Harvard, Illinois — *Complete Barn Outfitters* — Albany, New York

Designers and Manufacturers of

STAR Equipment

The STAR LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tool
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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DU PONT

THE STANDARD SHOTGUN POWDER

We Are Telling Shooters to Order From This Table of Standard Loads

Keep It Handy

WE are urging every shooter we can reach through the sportsmen's magazines, or in person, to go to his dealer and *order his shells direct from this list of Standard Loads.*

These loads meet the requirements of any hunter of small game in any section of the country—and the trapshooter as well. We know from our long experience that they will give the most satisfactory results. Use this table when ordering. Stock these loads heavily. Cut out "special" loads for which there is little demand, speed up your turnover and increase your profits.

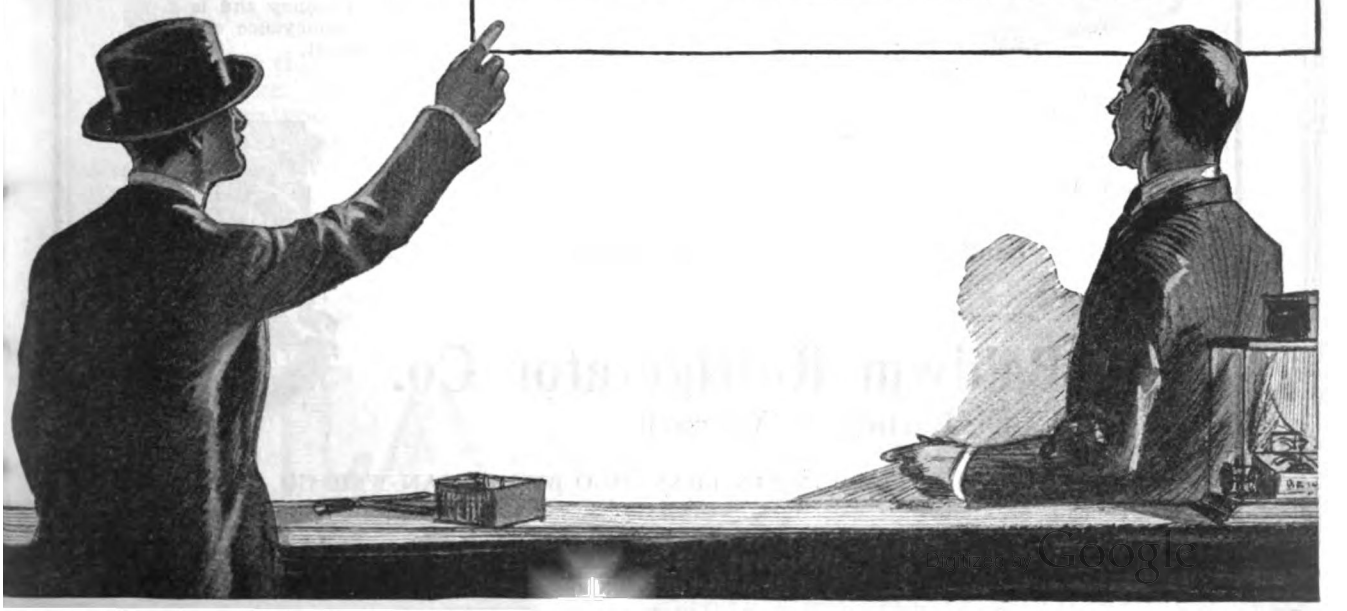
Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛
Pheasants	3	24	3¼	1⅛
Geese	3½	28	3½	1⅛
Wild Turkey	3½	28	3½	1⅛
Squirrel, Rabbits	3	24	3¼	1⅛
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼



Facts that Every Dealer Should Know about Du Pont

It is a fact that tests on hundreds of thousands of shells loaded with all makes of powder show an average of 6% better pattern for "Du Pont" Powder.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the highest velocity.

* * *

—it develops the lowest initial pressure, which means less strain on the gun.

* * *

—it is the cleanest burning powder made.

* * *

—it is waterproof, dependable, and absolutely uniform year in and year out.

* * *

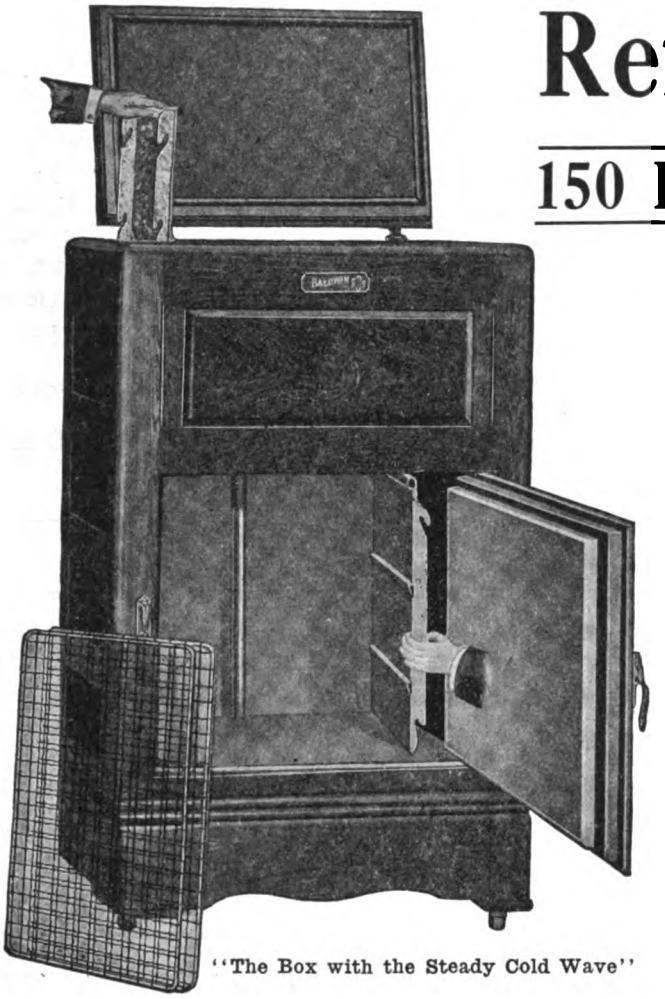
A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

Digitized by Google

BALDWIN Dry-Air Refrigerator

150 Handsome Styles



"The Box with the Steady Cold Wave"

Ash, Oak, Softwood Cases
Opalite Glass, Vitrified Porcelain, and Metal Lined

"THE COLD CLEAN KIND"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator — it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass, 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

Send a Postal for Our Big Catalog



The Baldwin Refrigerator Co.

Burlington, Vermont

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL CO.

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Sell Better Hinges at Lower Cost

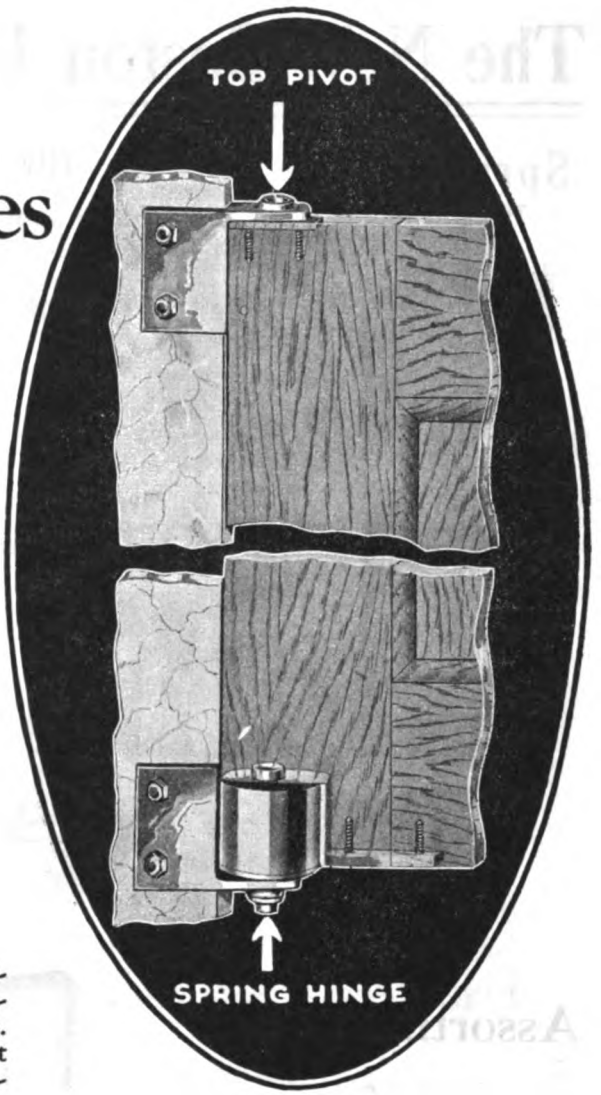
RECENTLY we found it possible to make a marked reduction in prices. You can now offer your customers Lawson Spring Hinges at figures that they will find extremely attractive.

Lawson hinges are easy to sell. Architects and contractors are quick to recognize the numerous exclusive features that mean a saving of time and money, as well as their superiority in durability and appearance.

The turn-over is rapid, with a corresponding increase in profits.

Show your customers why Lawson's "Universal" are the best hinges that could possibly be used for toilet and lavatory doors. Show them how they can save at least $1.50 on every door they hang with Lawson's Nu Jamb, the hinge that requires no hanging strip. Explain the numerous other points of superiority in the Lawson line.

Then quote the figures that you are now able to make. You will be surprised at the business you can land when you go after it. This is something you can cash in. Do it now!



Lawson "Universal" Pivot Spring Hinge for toilet and lavatory doors. Neat, strong and "Universally" adjustable.

Write today for the new Lawson catalog. It is beautifully illustrated and shows the latest developments in the construction and use of spring hinges.

Lawson Manufacturing Company

Eastern Representative:
John H. Graham & Co.
113 Chambers St., 95 Reade St.
New York City

Dept. 7785, 230 W. Superior St.
Chicago, Ill.

Pacific Coast Representatives:
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

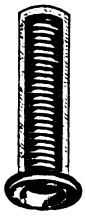
BRASS WASHER



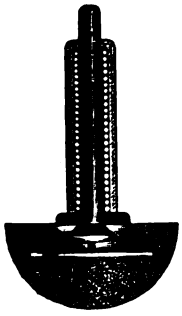
BRASS NAIL



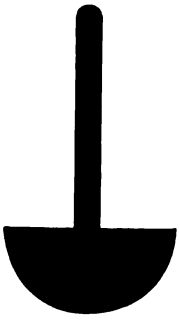
SPRING SOCKET



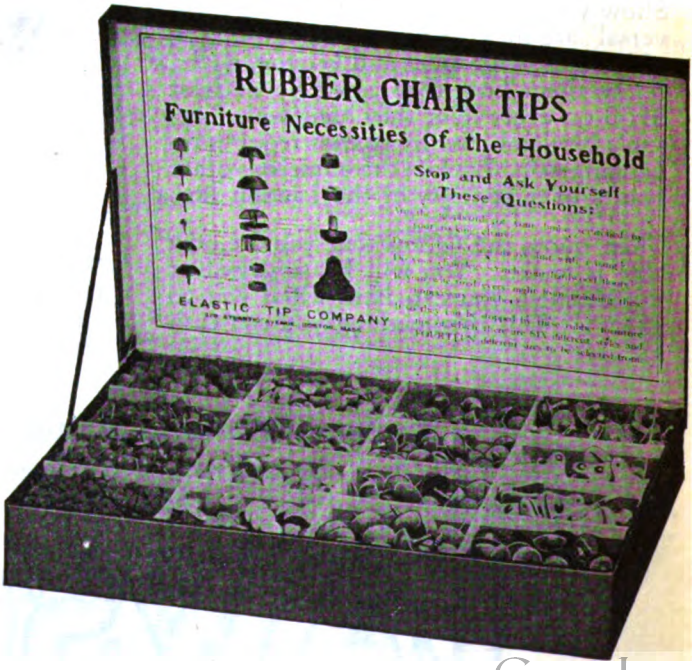
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



Assortment Box of Rubber Chair Tips for Furniture



THE ELASTIC TIP CO.
370 Atlantic Avenue
BOSTON - MASS.

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New—

Another Triumph of American Invention

Gillette Safety Razor Company

announces

The New Improved Gillette Safety Razor

Patented, U.S.A. Jan. 13, 1920
Patents granted or pending throughout the World

A unique Principle in Razors—not merely a New Style.

An invention of intense personal interest to every man who shaves.

Uses the well-known Standard Gillette Blades and greatly increases their effectiveness.

In utility and beauty, the new razor and the new cases surpass anything ever offered to the trade.

On sight, there is a desire to own one.

It will appeal to present Gillette users as well as others—offering wonderful opportunities for greater Gillette sales.

Retail Prices $5 to $75

For Description See Next Page

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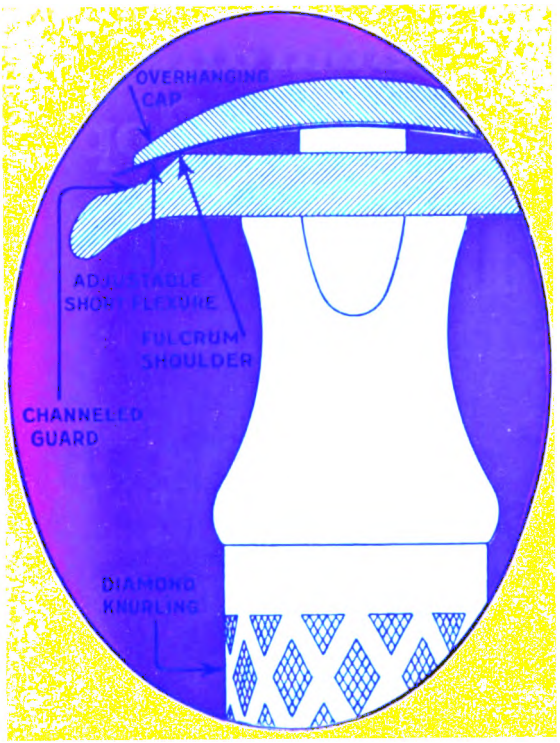


Diagram *of the* New Improved Gillette

Patented Jan. 13, 1920

The leading features are:

1. *Fulcrum Shoulder*
2. *Overhanging Cap*
3. *Adjustable Short Flexure*
4. *Channeled Guard*
5. *Micrometric Precision*

THE **Fulcrum Shoulder** and **Overhanging Cap** provide straight edges acting on the blade to produce an **Adjustable Short Flexure,** which results in a straight and extremely rigid shaving edge in all positions of adjustment.

The **Channeled Guard** underlying the adjustable blade edge enables the adjustment to be changed without sensibly altering the angle at which the razor is held in shaving, and also leaves the entire edge free to the beard while guarded from the face.

All parts are made with **Micrometric Precision** in strict conformity with measurements determined by Gillette technical experts after exhaustive research and thousands of shaving tests.

As a result of these new features, the New Improved Gillette Safety Razor is the finest shaving instrument ever produced.

The distinctive **Diamond Knurling** is used exclusively on the New Improved Gillette Safety Razor.

Now Ready - place orders early

National Advertising Campaign Starts in May

Gillette

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The Guaranteed Rope

"Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."



COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "*The Cordage City*"

Branches:— New York Chicago Boston
Baltimore Houston

Digitized by Google

The Tritch Hardware Company

FRANK A. BARE
President

O. E. BARE
Vice President

Jobbers

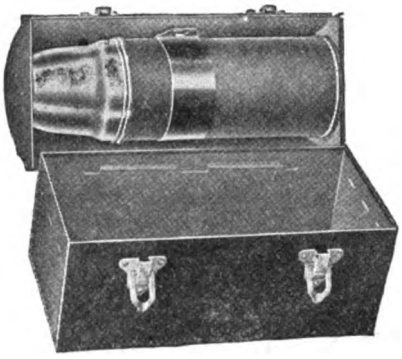
To the Merchants of the Rocky Mountain Region

TRADE HOTAKOLD MARK

Of the lines covered by these well known Trade Marks

Manning-Bowman Quality

Vacuum Bottles, Carafes
Lunch Kits
Food and Ice Cream Jars
Boudoir Sets, Etc.



No. 500 Lunch Kit



Bottle
Nickel Plated
No. 113, Pint
No. 123, Quart

Coffee Percolators
Electrical
Household Appliances
in
Nickel Plate and Aluminum
Casserole Dishes
Chafing Dishes
Crumb Sets, Serving Trays, Etc.

—

Buy the line that has always lived up to its reputation for Quality.

We carry a full line in stock at all times.



No. 9093 Coffee Percolator
Aluminum



No. 8293 Coffee Percolator
Nickel Plated



No. 130930 Electric Percolator Set

The Tritch Hardware Company

Denver

Digitized by Google

New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST



Pacific Coast Representatives

Wm. P. Horn Co.
Rialto Bldg.
San Francisco

Portland
Los Angeles
Seattle

NEW YORK STAMPING COMPANY

Brooklyn, New York

Digitized by Google

ANCHOR BRAND HARDWARE PRODUCTS

HARNESS SNAPS BRING EXTRA PROFITS Without Extra Overhead



A TALK WITH PROGRESSIVE HARDWARE DEALERS

Many hardware dealers are already well established in this lucrative field, selling snaps and other harness hardware and increasing their profits without increasing their overhead.



No. 14 ROUND EYE SNAP



No. 15 LOOP EYE SNAP



No. 16 SWIVEL EYE SNAP



No. 103 FLAT SPRING SNAP

A good assortment of harness snaps does not require extensive space. A reasonable variety of standard types, such as those illustrated on this page, can be carried without inconvenience. When the snaps are displayed, farmers and teamsters are attracted to your store and they form the habit of trading with you regularly, buying merchandise in general, in addition to harness hardware.

A moderate investment of this kind has often been the means of building up a profitable and permanent business.

223

BY INVITATION MEMBER OF

NORTH & JUDD MANUFACTURING CO.
NEW BRITAIN, CONN.

If your jobber doesn't sell "Anchor Brand" Hardware Products please notify us.

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Clerk D is making change from his cash drawer. The amount of the sale is shown at the top of the register. The other clerk is handing change and parcel to the customer. He made change from his own cash drawer.

A separate cash drawer for each clerk

This makes clerks more efficient because:

① Each clerk is responsible for the business he handles.

② In case of error it shows who made the mistake.

③ It gives each clerk credit for the work he does.

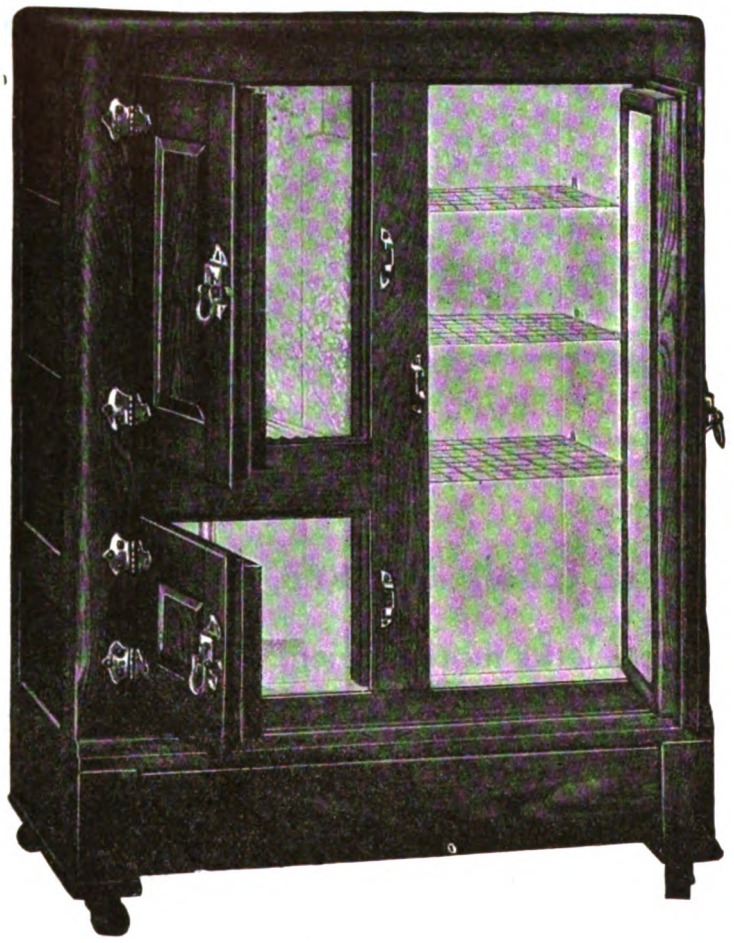
An up-to-date National Cash Register with separate cash drawers measures the ability of each clerk.

Up-to-date National Cash Registers are made with any number of cash drawers, from one to nine.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL
CASH REGISTER CO.
DAYTON, OHIO.

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The Monarch Refrigerator Works

Burlington, Vermont

The Hoffman Hardware Co.
Los Angeles, California

Sloss & Brittain
San Francisco, California

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Make Your Windows Pay Full Rent

PUT your windows to work—make 'em pay their keep in full measure. Merchandise well displayed is merchandise half sold. Among the many dealer helps we offer merchants selling Quick-Lite Lamps and Lanterns is a series of attractive, easy-to-read window cards. These are 7x14 inches, printed in four colors on handsome cards, with easel backs. They stand alone in the window or on the counter—wherever you decide to use them. Just the right size to attract attention of window shoppers and pull business.

Coleman Quick-Lite
Lamps and Lanterns

—are sold by 20,000 progressive merchants covering every state in the Union. More than 400 Jobbers are now distributing this quick selling line. These window cards tie-up in splendid fashion with the Quick-Lite advertising now appearing regularly in the best magazines and farm papers read by your customers.

They are helps that will materially increase your sales of Quick-Lite Lamps and Lanterns. Take full advantage of them—send now for your set, directing your letter to the Dealer Cooperation Department of the Coleman office located nearest to you.

The Coleman Lamp Company

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Wichita St. Paul Toledo Dallas Los Angeles Atlanta Chicago

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YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

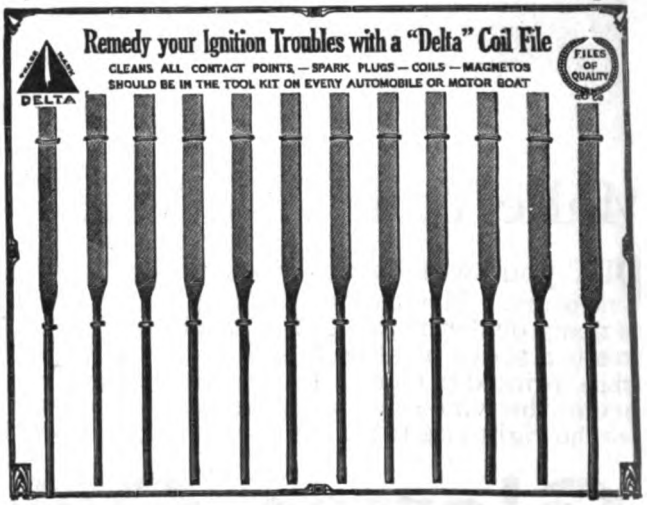
TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose

TRADE MARK DELTA

DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY

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FACTS

Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

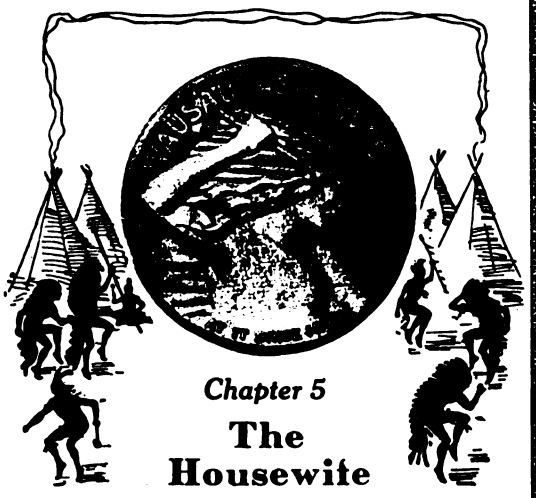
That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

***The* LUDLOW SAYLOR WIRE CO.**

ST. LOUIS, MO.



Chapter 5

The Housewife

Vary the window card suggested in our recent ad, to read as follows:

Mrs. Housewife

Come in and let us show you a dozen handy household uses for

Wausau Sandpaper

Then when the women come in, tell them how to rub down those rough and splintery spots on the kitchen floor — or any floor.



Show them how to sandpaper the rough and splintery spots on their kitchen table and sink; on thresholds that need smoothing up and repainting; on cupboard drawers and doors that stick.

Show them how easy it is to remove old paint—and to repaint; and sell them sandpaper, ready mixed paints, brushes, etc.

Send for our Book - - "Sandpaper Sales Tips" --- for valuable sales suggestions.

WAUSAU ABRASIVES COMPANY
WAUSAU, WISCONSIN

Western Representatives:
SPRAKE SALES CO., Inc.

Los Angeles, 216 Higgins Bld. — San Francisco, 525 Market — Denver, 506 Charles Bld.
Portland, 633 Railway Exchange Bldg.

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

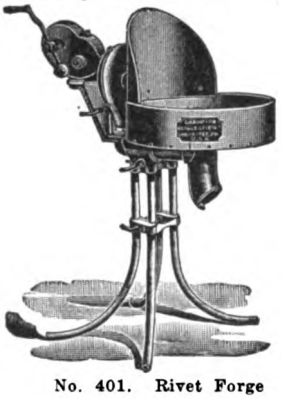
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

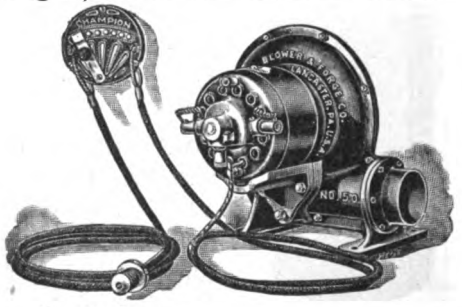
Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

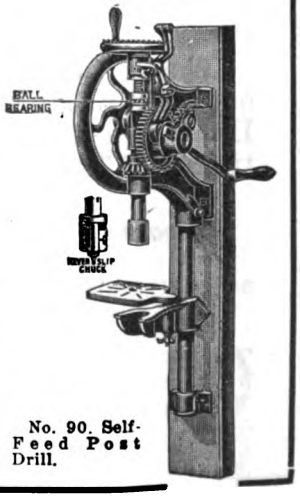


No. 401. Rivet Forge

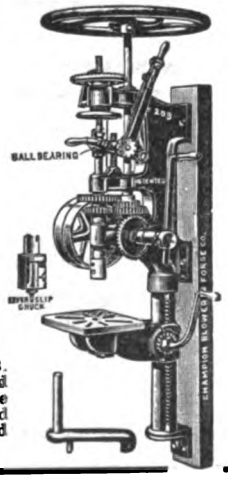


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 90. Self-Feed Post Drill.



No. 203. Self-Feed and Double Compound Lever Feed Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

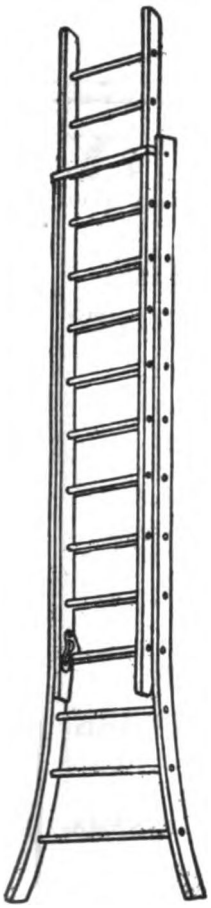
CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

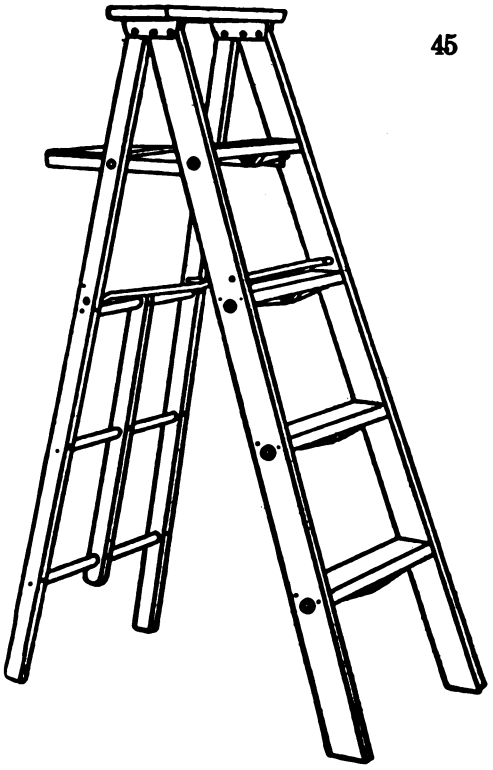
CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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BABCOCK
SPRUCE
LADDERS



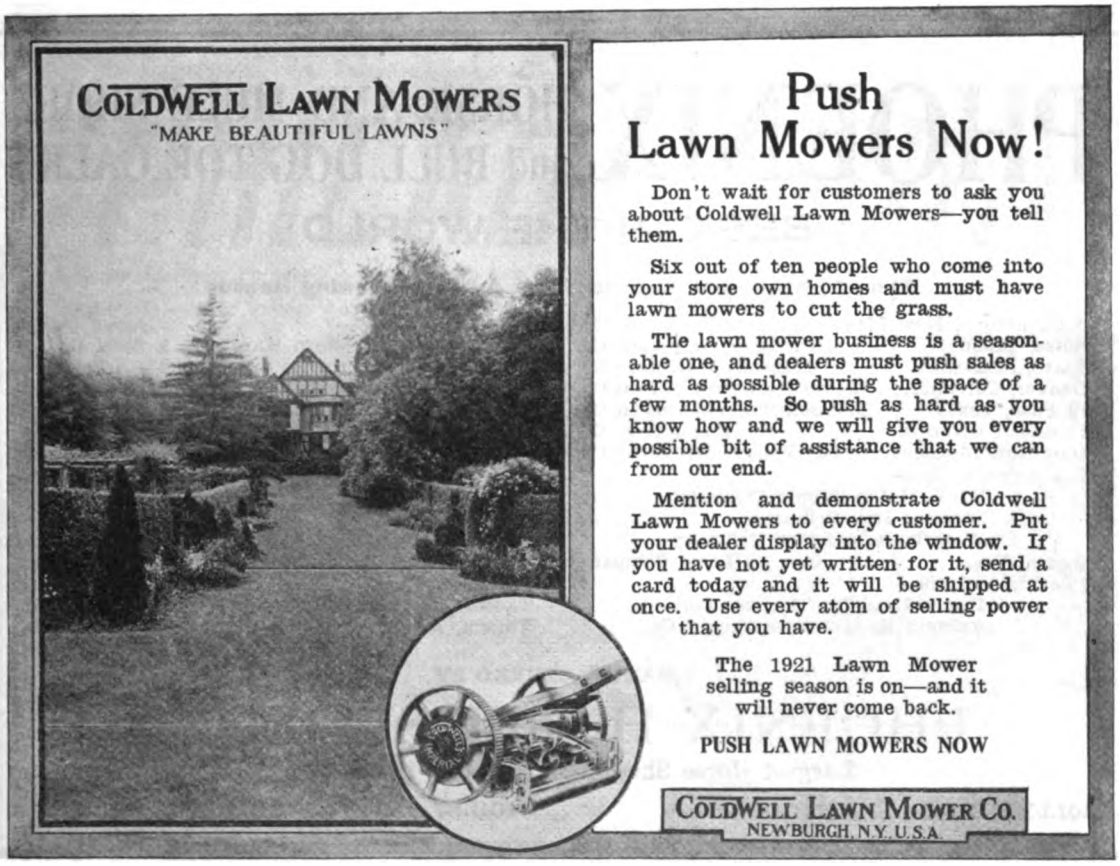
Everything in the Ladder Line

PROMPT SHIPMENT

MANUFACTURED BY

W. W. BABCOCK CO. - Bath, N. Y.

(No. 12)



Push Lawn Mowers Now!

Don't wait for customers to ask you about Coldwell Lawn Mowers—you tell them.

Six out of ten people who come into your store own homes and must have lawn mowers to cut the grass.

The lawn mower business is a seasonable one, and dealers must push sales as hard as possible during the space of a few months. So push as hard as you know how and we will give you every possible bit of assistance that we can from our end.

Mention and demonstrate Coldwell Lawn Mowers to every customer. Put your dealer display into the window. If you have not yet written for it, send a card today and it will be shipped at once. Use every atom of selling power that you have.

The 1921 Lawn Mower selling season is on—and it will never come back.

PUSH LAWN MOWERS NOW

COLDWELL LAWN MOWER CO.
NEWBURGH, N.Y. U.S.A.

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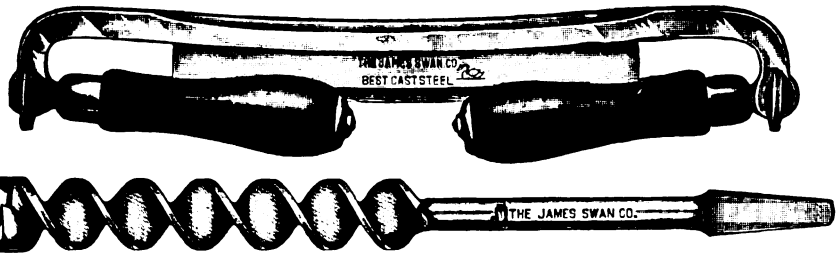
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGURS



CHISELS
DRAW KNIVES



NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

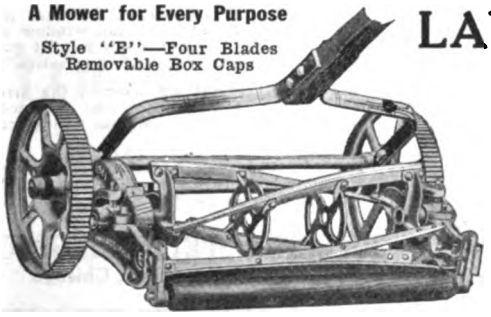
GENUINE

"PHILADELPHIA"

LAWN MOWERS

A Mower for Every Purpose

Style "E"—Four Blades
Removable Box Caps



MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers, the Genuine *"PHILADELPHIA"* are the very finest that can be produced.

"The original people in the Lawn Mower Business since 1869," when the first side wheel Lawn Mower, a *"PHILADELPHIA"* was put on the market, and there has been a steadily increasing demand every year for the Genu- *"PHILADELPHIA."*



30" Walking Type—40" Riding Type
Combination Roller and Mower

Simplicity of design, Vanadium Crucible Steel Blades, Bearings bored with rifle barrel accuracy, the best materials and workmanship that ever went into a Lawn Mower—these are the reasons why the *"PHILADELPHIA"* is the first Lawn Mower people think of when they want a thoroughly dependable machine.

Send for Catalog and Discounts NOW

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Street, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco
California Selling Agents

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"Pittsburgh Perfect" Open Hearth Steel Wire



"Pittsburgh Perfect" Wire is supplied in bright, annealed and galvanized, also barbed wire, twisted cable and hard spring coil wire.

Our wire is made exclusively of our own Open Hearth steel, assuring uniform gauge and homogeneous quality.

Write for Catalog

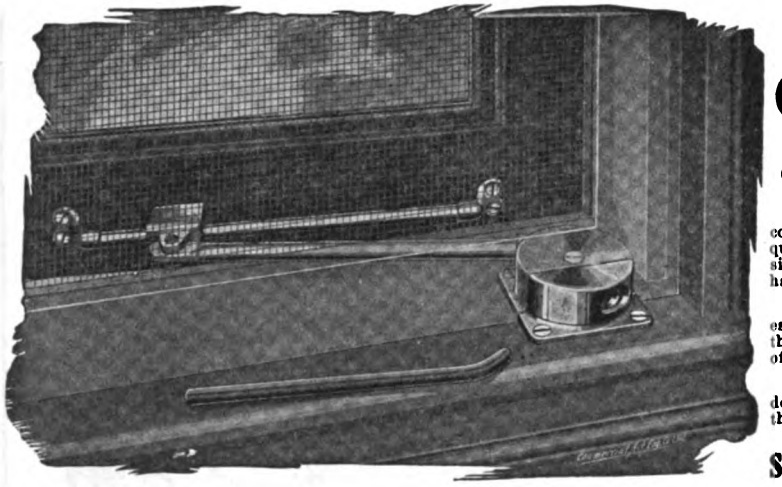
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Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

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WHITON HARDWARE COMPANY
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Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

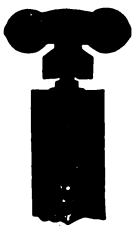
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

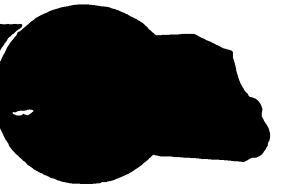
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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Making a "Best Seller"

Vises, in constant use on the home work bench, garages and shops, can be made your "best seller"

Not by hiding them under counters or in the rear of your store

But by displaying them in the sales stand that is sent free with your first order of PRENTISS VISES.

This handsome sales stand, which holds a full array of the most generally used PRENTISS VISES, will act as an always-working salesman. Order the stand and the vises today, and your vise business will immediately show an activity that will surprise you.

PRENTISS



"ON THE BENCH SINCE 1868"

Ask your jobber or write

PRENTISS VISE COMPANY - - 106-110 Lafayette Street, New York City

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the BEST money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

AXES

WARREN AXE & TOOL CO. WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

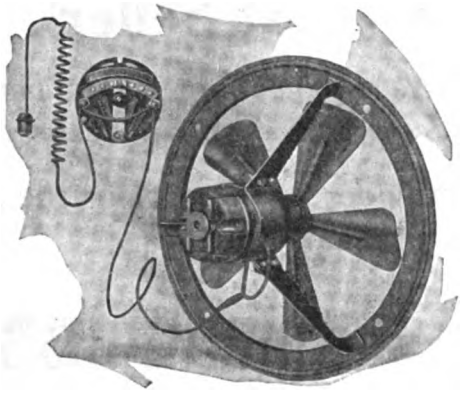
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FULLY GUARANTEED

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Breezo
Disk Fans

Breezo has a maximum capacity of 1000 cu. ft. of air per minute. This means 1000 cu. ft. of foul air removed or fresh air introduced and not just stirred up.

Breezo is the fan of a thousand uses, it will remove the noxious fumes of paint, oils, varnishes and other finishing materials.

Will remove foul air or excessive heat from lavatories, engine rooms, kitchens and restaurants.

Improves the efficiency of the men working in factories by removing dust, lint, steam and overheated air.

EASY TO INSTALL—POSITIVE IN OPERATION—NOISELESS.

Dealers, this is a fan that can be used in hundreds of different ways—and is a GOOD SELLER. Breezo is complete, just screw plug into lamp socket, set fan in place and it is ready to run.

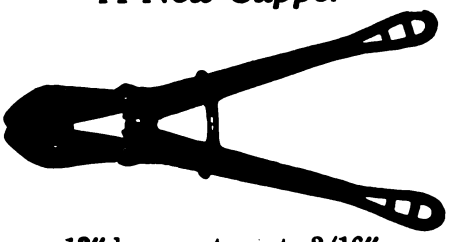
Can make immediate shipments from Los Angeles branch.

For information write Department 37

BUFFALO FORGE COMPANY - Buffalo, N. Y.

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New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

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The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.



THE "PONY"

Every Farmer Should Have One

The Machine is guaranteed against imperfections in workmanship and material, and the body being made of MALLEABLE IRON, will not break if abused.

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"Perfection" Spots, Spot Setting Machines and Rivet Setting Machines

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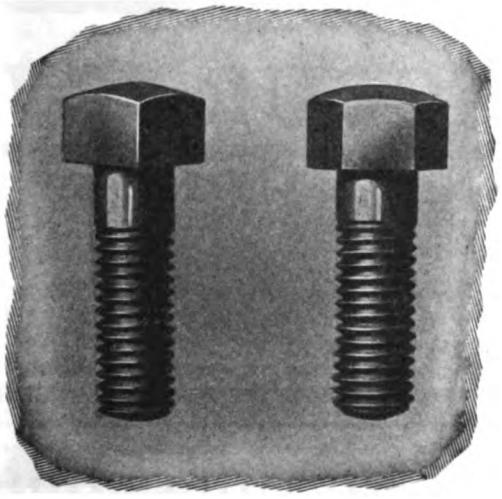
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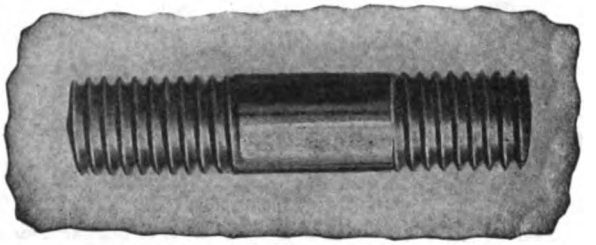
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Simonds Manufacturing Co.

"The Saw Makers"

PORTLAND, OREGON
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Manufacturers of Cap and Set Screws, Screw Machine Work

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Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

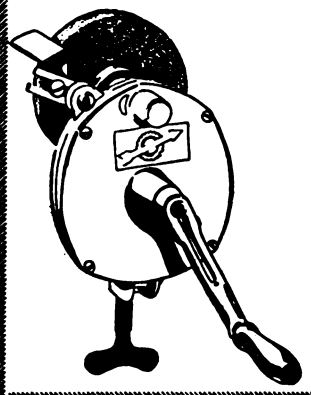
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The Increasing Demand





for a complete line of high grade grinders for various requirements is being met in its every phase by

Sturdibilt

Tool grinders varying in size from the small hand grinder for kitchen use—the foot power machine for farm and shop, to the heavy duty double head, double pulley belt power bench machine. The Sturdibilt line has many points of superiority over ordinary grinders, fully described in the Sturdibilt catalog.

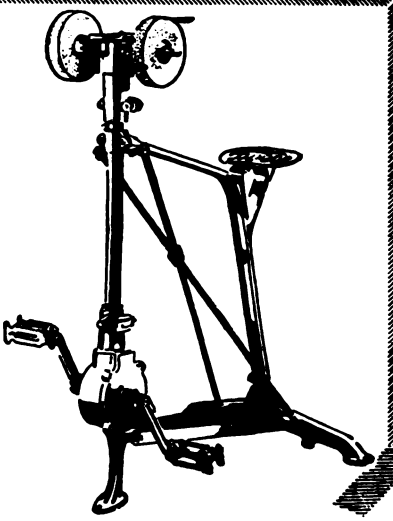
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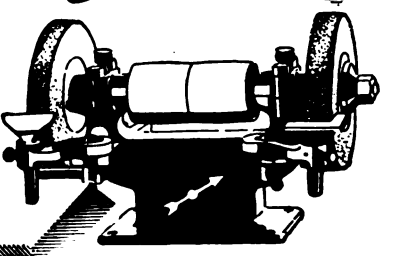
Send for this catalog and names of jobbers in your territory, then order through the jobber.

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Prairie Du Chien Tool Co.
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the minds of those who measure
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THE LUFKIN RULE CO.

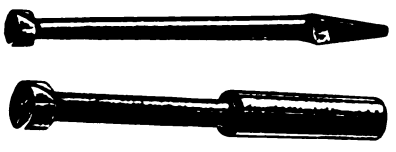
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TAPES and RULES

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

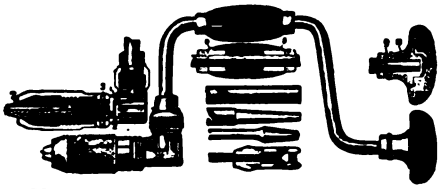
Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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V & B Braces

Many dealers are undoubtedly carrying more brands of tools than they would ordinarily. Present conditions indicate the wisdom of concentrating on quality tools.



Vaughan's Supersteel Brace No. 222
10" Sweep. Price $5.50 Each

These Braces have a strong quality appeal. The patented key socket construction obviates troubles inseparable from end screw construction. This improvement can be had in no other than V. & B. Braces. Four numbers; 8" to 14" sweeps.

VAUGHAN & BUSHNELL MFG. CO.
For Over 50 Years Makers of Fine Tools
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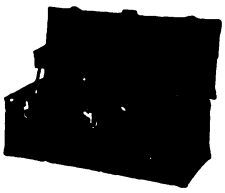
It Pays to Sell Good Tools

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ALL UNION SOLD

are backed up by a "Satisfaction or Money Back" Guarantee. The workman who buys a Union stays sold when shown how a Union Tool Chest is the best tool insurance in the world. You can sell Union Tool Chests because they are:

Nationally Advertised **Guaranteed**
Built-To-Last **Economical**

THE MOST POPULAR TOOL CHESTS ON THE MARKET



Forty styles and sizes for all kinds of mechanics, sportsmen, as well as household use

Write today for information on our liberal selling policy and prices.

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STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.
BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.

"LENOX"

HACK SAWS

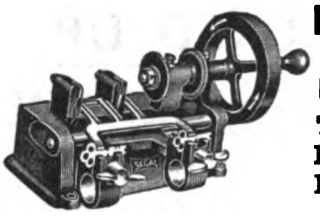


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AMERICAN SAW & MANUFACTURING CO.
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Key Cutting Made Profitable

The Segal Rectifying Key Cutter

1. Cuts flat steel and grooved or paracentric keys.
2. It does not cut one make of grooved key only, but all makes—Yale, Sargent, Corbin, Russwin, etc., genuine or imitation.
3. You do not have to change cutters or guides.
4. It cuts from the lowest groove, as the manufacturer does, or from the back of the key.
5. Our one-piece or "unit" vise holds the key in place without slipping.
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7. The rotary shaft bearing is exceptionally long, which insures accuracy and long, hard service.
8. The cutting operation takes less than a minute.
9. It will often make an accurate duplicate out of an inaccurate blank. That is why it is called the **Rectifying Key Cutter.**
10. It can be operated by hand or power.



P. S.—Protect your customer with the Segalock. It is absolutely jimmy-proof.

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155-161 Leonard St., New York, N. Y.

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



No. 1098

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. **Adjustable** to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

Made only by

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Lancaster, Pa., U. S. A.

A. C. RIDDELL, Western Sales Manager
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There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Follow Plates**
Sheared and Punched Plates

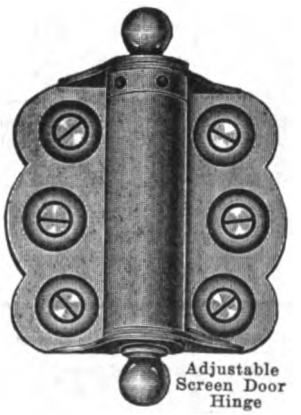
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Milwaukee, Wis.

Coast Representatives.
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SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Adjustable Screen Door Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

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EASY TO HANDLE

OUR PATENTED PRESSED STEEL WING NUT IS LIGHT IN WEIGHT, ALTHOUGH OF MAXIMUM STRENGTH.

FACILITY IN HANDLING HAS BEEN TAKEN INTO ACCOUNT IN THE PROPORTION AND SHAPE OF THE NUT.

THE RESULT IS A WING NUT AFFORDING THE GREATEST AMOUNT OF LEVERAGE POSSIBLE WITH A SMALL AMOUNT OF EFFORT.

SAMPLE SET UPON REQUEST

"PRODUCTS THAT GIVE SATISFACTION"

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Lockwood Hardware.





Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

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Manufacturers of
BUILDERS' HARDWARE
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F. G. HIGGIN, Pacific Coast Representative
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MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



THE BRIDGEPORT HARDWARE MFG. CORP., Bridgeport, Conn.

No. 120
SEMINOLE OPENER
PRICE $1.50
Gro. Wt. 160 lbs.



FOR CARTONS AND CASES

FOR STORE, SHOP AND HOUSE USE

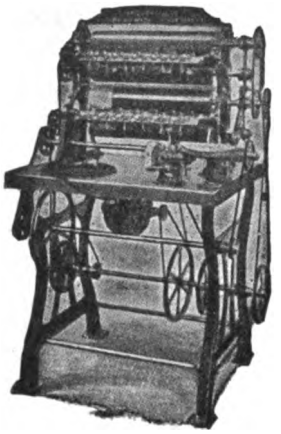
Drop Forged from High Carbon Steel. Properly Tempered Blades

C. W. GAUSE CO., Agts., San Francisco, Cal. J. C. McCARTY & CO., Agts., New York City

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TREMENDOUS RETURNS SMALL INVESTMENT

The HATFIELD SHARPENING MACHINES

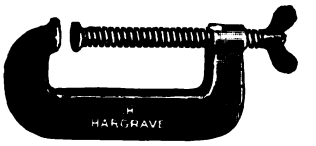


have been a life saver for hundreds of business men on account of the constant stream of cash money they have brought in month after month. The constant stream of customers coming in daily has helped hundreds of our customers to get on their feet in splendid shape. One illustration: Two men called four years ago—one man put up the cash to help out his friend. This man is now running 3 12-blade machines and very gleefully told us he had recently bought a nice home.

The Hatfield Machine sharpens every kind of a Safety Razor Blade, Jack Razors, Barber's Clips, Horse Clipper's Clips, Knives, Shears, Scissors, etc. Six styles of machines.

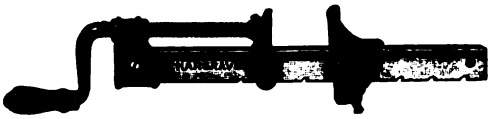
HYFIELD MFG. CO.
292 Church St. - - - - - New York, N. Y.

CARRIAGE CLAMP
(QUICK SALE)



An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP
(THE TRADE WANTS IT)



This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HARGRAVE QUALITY" TOOLS, for which you would have a ready market.

THE CINCINNATI TOOL CO.
Montgomery and Waverly Ave., Cincinnati, Ohio

Please address all orders and inquiries as above.

Kees Metal Building Corners



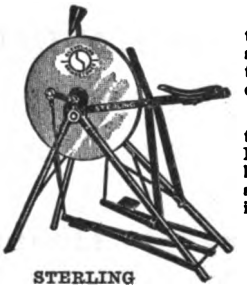
CUT BUILDING COSTS BUT ADD TO YOUR PROFITS

WE HELP YOU SELL THEM

A card to Dept. 50 will bring particulars and samples

F. D. KEES MFG. CO.
Beatrice, Nebr.
Makers of Brownie Roller Skates

First Aid to Industry



No tool is more necessary than a grindstone. When a stone is too hard it will ruin tools, when too soft it will quickly wear out.

Folks are quick to recognize the superiority of "CLEVELAND GRINDSTONES." They have a sharper grit than many stones and better wearing qualities.

THE CLEVELAND STONE CO.
Cleveland, Ohio

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord — Shade Cord
Clothes Lines — Masons' Lines
Solid Braided Rope — Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City



Genuine Cannon Pump Oilers

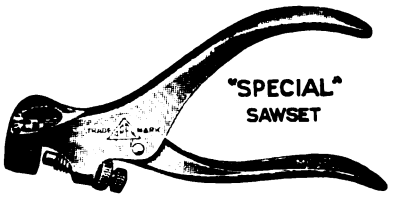
Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for Catalog.

CANNON OILER CO.
Keithsburg, Ill.

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The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

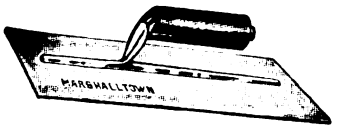
No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

CHAS. MORRILL

104 Lafayette St., - - New York, N. Y.



THE NAME

"Marshalltown"

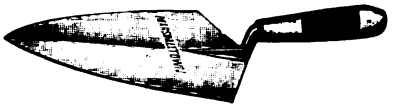
IS A

Nationally Known Quality Guarantee

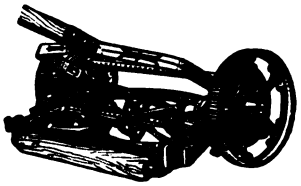
FOR

TROWELS

MARSHALLTOWN TROWEL CO.
Marshalltown, Iowa



Did you get your outfit of the 1921 "PENNSYLVANIA" *Quality* **Lawn Mowers** sales helps? Send for them.



PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

The New "Triumph"

GOPHER TRAP

MANUFACTURED BY
TRIUMPH TRAP CO., INC., ONEIDA, N. Y.



Lowest Priced Trap
Easiest Trap to Set
Powerful In Action

PACKED
1 Doz. Traps in Box
1 Gross in a Carton

READY TO SHIP

For sale by the Principal Hardware Jobbers of the West

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York
120 West Lake Street, Chicago

OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

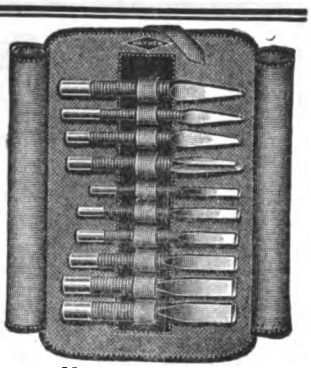
TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.
The Master Saw Makers
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

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A Dependable Line of CHISELS



Ten Mayhew-made chisels in a compact brown duck roll. Chisel set No. 502 is a carefully selected assortment of real Mayhew quality. Hand-forged, electrically-tempered tools for Superior Service. Patented knurled handles that give a sure, firm grip. Fully warranted.

No. 502 Chisel Set

MAYHEW

"Every Blow of the Hammer Refines the Steel"

MAYHEW made TOOLS ARE RIGHT

Mayhew Products are dependable—both for the man who sells them and the man who uses them. Put them out where they can be seen and examined. Let them sell themselves.

Mayhew Steel Products, Inc.
291 Broadway, New York
508 Mission Street, San Francisco, California



Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

The Only Wrought Iron Anvil Manufactured in the United States

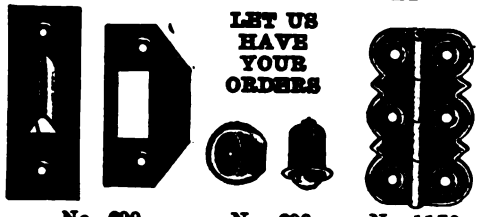


The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS

No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.



Cut Your Gauge Glasses

The Sure and Easy Way

A slight thumb pressure does the trick—with Wilkins Gauge Glass Cutter

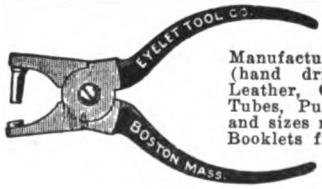
GEO. N. WILKINS COMPANY, 180 N. Market St., Chicago
Western Representatives, SPRAKE SALES CO., Inc.
Los Angeles 216 Higgins Bldg. San Francisco 525 Market St. Denver 506 Charles Bldg.
Portland, 633 Railway Exchange Bldg.

SAND'S PLUMBS AND LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Perfection Economy Cobbler is the one article to put into the home.

It is the Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Make Your Store Dairymen's Headquarters

Built to Stand Abuse — *Guaranteed Capacity*



Using Sturges Milk Cans is a Mark of good judgment for the dairyman. Selling them is a mark of good business for the dealer. Feature Sturges Milk Cans and draw more of the desirable dairymen's trade your way. Write for Catalog No. 29X

Sturges & Burn Mfg. Co.
Chicago, Ill.
Established 1865

Sturges Milk Cans

MYERS STAY-ON SURE-GRIP DOOR HANGERS AND TRACK



Here are hangers designed to improve sliding doorways on barns, sheds, garages, warehouses and similar buildings—to make them easier to open or close—to keep them on the track—to overcome binding through sagging or warping of timbers. In a word, to produce such sliding doorways as to have the purchaser forget entirely that difficulties in the opening and closing of sliding doorways ever existed. And there are Twelve Styles of Myers Stay-on and Tubular Door Hangers and Track to meet every requirement. Catalog and prices to the trade.

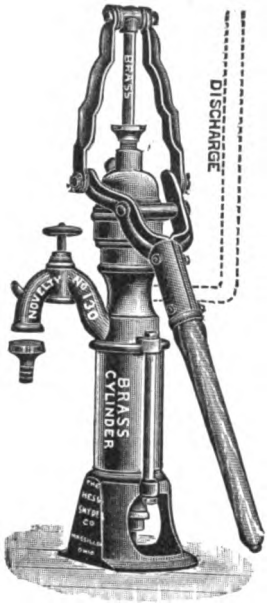
F. E. MYERS & BRO. ASHLAND, OHIO.
ASHLAND PUMP AND HAY TOOL WORKS
ALBANY · HARRISBURG · MILWAUKEE · CEDAR RAPIDS · ST LOUIS · KANSAS CITY · NEW YORK

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GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



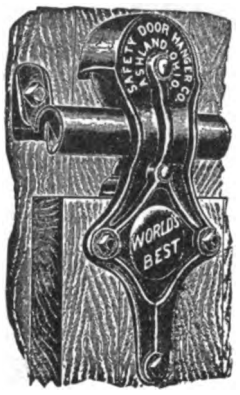
(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



YOU ARE RIGHT IN RECOMMENDING "WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by

C. S. NORCROSS & SONS

Bushnell, Ill.

Distributed by

LEADING HARDWARE JOBBERS EVERYWHERE

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

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MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

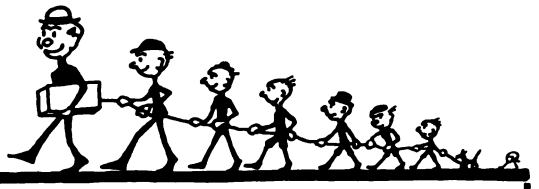
THE UTILITY LINE



No. 40 Portable Outfit

Write for Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.



IN TOE

Dad's Shoe Repair Bills Run High

Why Shouldn't He Repair the Family Shoes Himself?

Hundreds do—so can he. Complete **COBBLER OUTFITS** now sell to thrifty people. You can build up sales on them by timely display. For your own satisfaction and profit and the satisfaction of your customers, sell Star line of outfits only—also lasts and stands, hammers, etc.

Your jobber has them—
Or write us for catalogue

STAR HEEL PLATE COMPANY
357-391 Wilson Avenue, - Newark, N. J.

NORTHLAND SKIS—TOBOGGANS—SNOW SHOES

Every one a good seller—and profitable, too. Order early for next season—prices are down now

NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn. Write for Catalog



The Cronk & Carrier idea of making Garden Tools is to make them strong and serviceable. It is better **to buy Cronk Quality Rakes** which last, than to continually keep buying rakes that wear out. We are ready to supply the spring demand through your jobber.

THE CRONK & CARRIER MFG. CO., Elmira, N. Y.

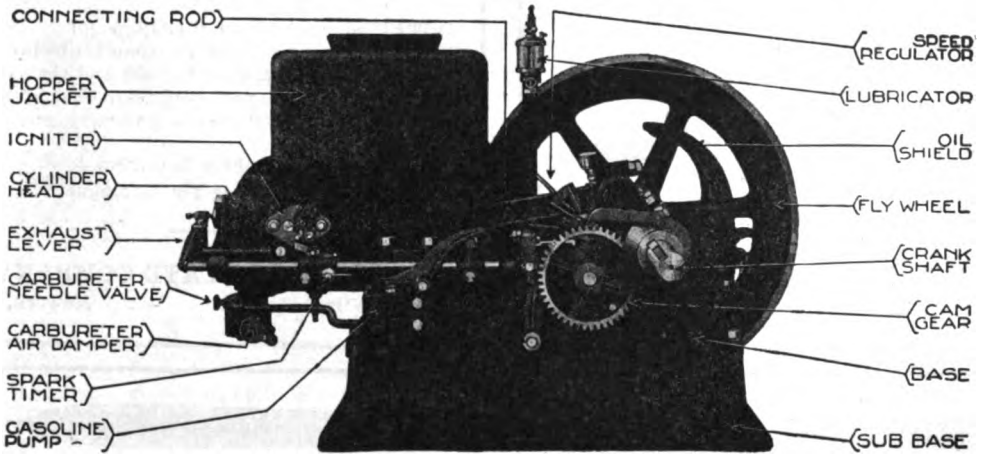
Western Representatives, SPRAKE SALES CO., Inc.

Los Angeles	San Francisco	Portland	Denver
216 Higgins Bldg.	525 Market Street	633 Railway Exchange Bldg.	506 Charles Bldg.

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ENGINES and PUMPS
Going Good!!!

WE ARE HEADQUARTERS FOR BOTH
ALAMO --- Gasoline, Distillate and Kerosene



Engine with fly wheel removed, showing working parts

Complete Stocks

DEEP AND SHALLOW WELL PUMPS
WORKING HEADS, CYLINDERS
BRASS GOODS, FITTINGS AND PIPE

PERFECTION PNEUMATIC WATER SUPPLY SYSTEMS

Our experts will answer your inquiries for information and prices.

Baker, Hamilton & Pacific Co.
SAN FRANCISCO, CAL.

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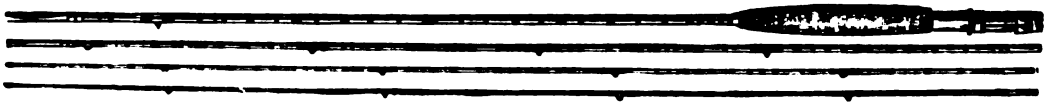
FISHING TACKLE

Where your assortment is not complete, prepare for the Fishing Season by laying in a stock of the

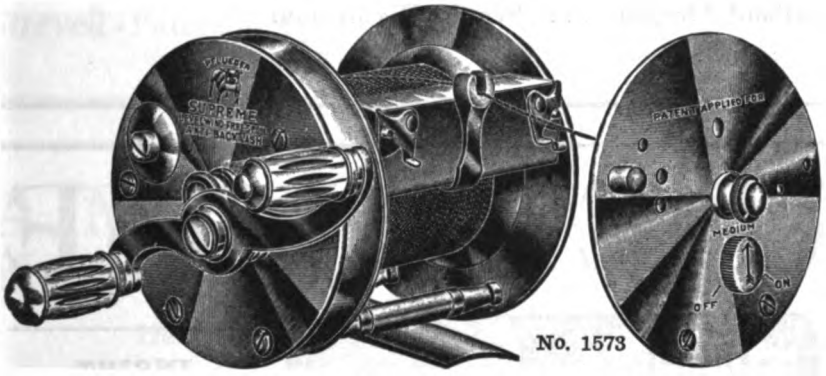
CELEBRATED TYEE BRAND

"It's the Hook That Gets the Fishes in the Brook"

TYEE TROUT ROD



Tyee-Trout Fly. Made from select Calcutta bamboo, three-piece and extra tip, full gun metal mountings, solid metal reel seat, snake guides and angle casting tip, 9½-inch special solid cork grip, closely wound with black and scarlet silk. Length 9, 9½ and 10 ft. Weight 5½ to 8 ozs.
On velvet covered form in cloth bag.



No. 1573

SUPREME CASTING REEL

Made of finest quality nickel silver, a perfect free spool, level winding, anti-back lash casting reel, quadruple. Adjustable front sliding drag, steel pivots, double handle crank with pyralin amber fluted handles. The automatic level winding device is incased, making it sand and water proof and only works when reeling in the line.

One in a chamois leather bag, packed in a chamois lined hinge cover sole leather case, with screwdriver.

TYEE LINE

A specially made line of the strongest and highest grade silk that it is possible to obtain. Absolutely proof against all alkalies. In the following colors: A soft, glossy finished, rich, dark olive green; dark green and black mottled, black and white, salt and pepper and mottled green and white.

Twenty-five yards on a card, four connected.



For a Complete Line of Tackle, See Our General Catalog No. 66, Pages 1918 to 2026

Dunham, Carrigan and Hayden Co.

SAN FRANCISCO, CALIFORNIA, U. S. A.

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Hay Stacking Rope

Trade Mark

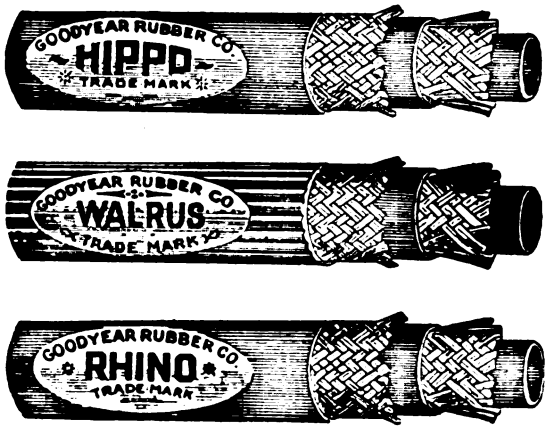
Cloverleaf—Pure Manila

The Hay Stacking Rope with the Red Thread
Gives the Best Service

THE PORTLAND CORDAGE COMPANY
Portland, Oregon . . . Seattle, Washington

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street SAN FRANCISCO, CAL.
Nos. 61, 63, 65, 67 Fourth St., & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records

Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Fourth at Alder **Park and Glisan**

Great American
Ball Bearing Lawn Mowers
Garden Tools
Reach
Base Ball Supplies
and Uniforms
Fine Fishing Rods
and Tackle
Outing Clothing and Shoes
for Men and Women
Camp Equipment
Hardy's Running Board Box
Camp Cook and Dining Table
High Grade Tools
for the Carpenter and Machinist
Tools for the Automobile

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE ONLY

Auto Accessories

Monarch Ranges
Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Peninsular Line Furnaces, Ranges and Heaters
Schuttler Wagons
Mill, Mining and Logging Supplies

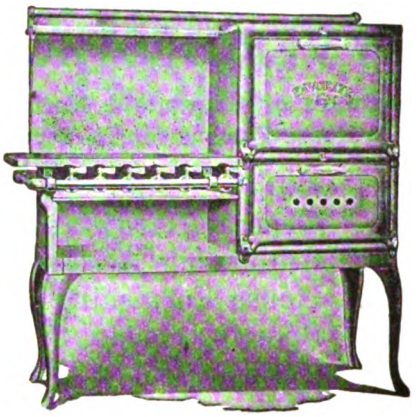
Prompt, Courteous Service

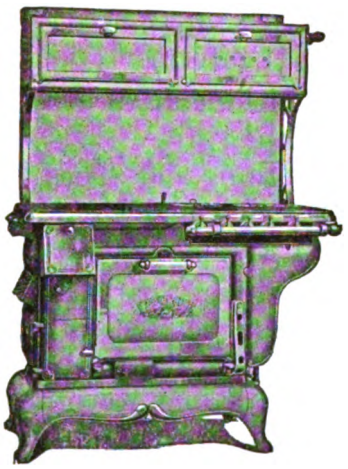
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Favorite Stoves and Ranges

BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

EXCLUSIVE AGENTS

MANGRUM & OTTER, Inc.

827-831 Mission St., San Francisco

Dick's Famous Feed Cutters

Hand and Power

On the Market 47 Years **Many First Models in Daily Use**

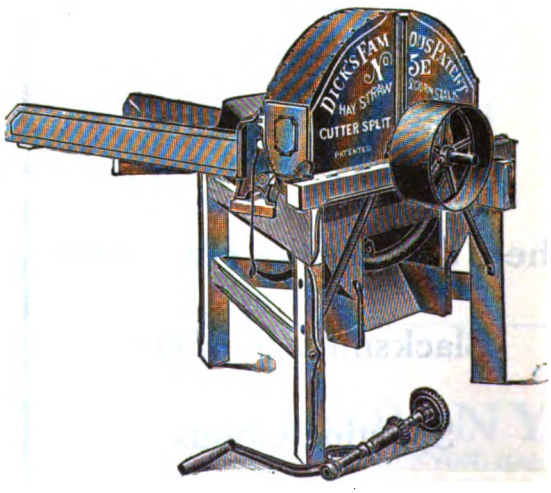
Dick's "Famous" and "Blizzard" Ensilage Cutters are light running, durable and strong.

Will cut any kind of material from fine blue grass to the coarsest dry or green forage. Cuts any length from 1/8-inch to 1¾-inch.

Knives are easily and accurately adjusted, easy to sharpen and made of the best steel obtainable.

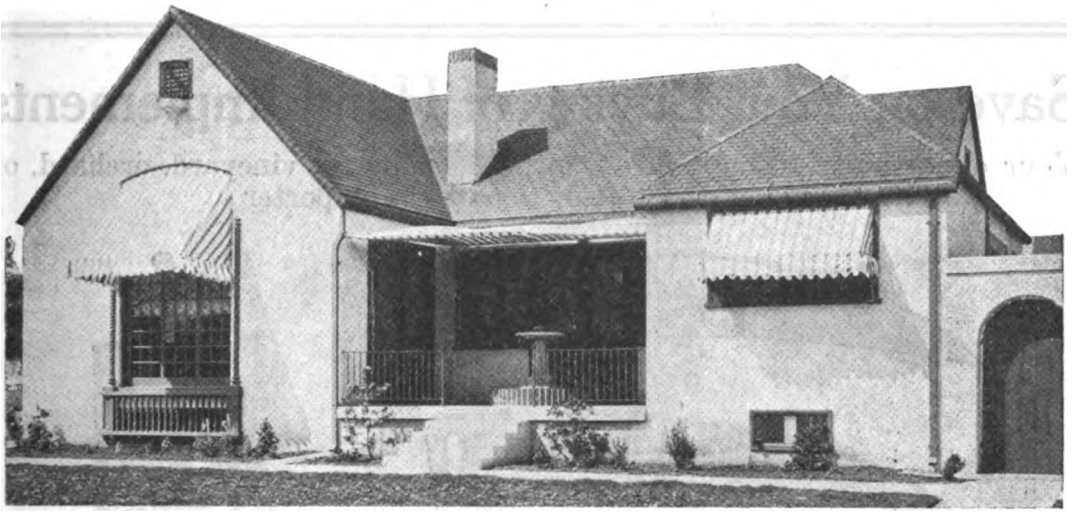
If you have feed to cut or a silo to fill no matter how high or low, a Dick's Cutter will do it for you with the least power.

We solicit dealers from open territory as agents. Write for catalogue and prices.



PACIFIC PUMP & SUPPLY CO., 851-853 Folsom Street, San Francisco

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Pioneer SLATE SURFACED Shingles

The Modern Roof

For Bungalows, Residences, Churches, and all types of buildings

East of the Rocky Mountains Slate Surfaced Shingles are in universal use and they are fast becoming the most popular of all roof coverings.

Why?

The wonderful artistic effect of Slate Shingles cannot be secured with other roof coverings, and they

--- Require no Painting
--- Eliminate Maintenance Cost
--- Are Reasonable in Price
--- Have Superior Wearing Qualities

Approved by the National Board of Fire Underwriters

Made in Two Colors—Red and Green

Pioneer Slate Surfaced Shingles are covered with Genuine Sta-So Non-Fading Slate—not with the ordinary mineral surfacing.

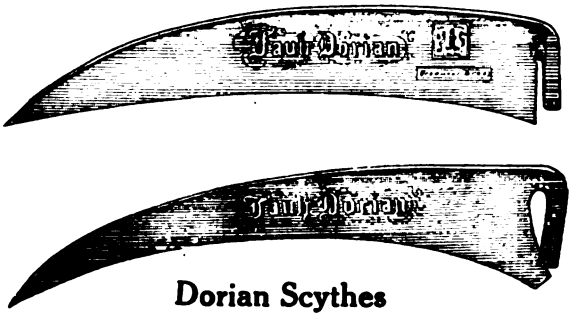
PIONEER PAPER CO.

247-251 So. Los Angeles Street
Manufacturers Los Angeles, Cal.

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Save on Your Buying of Hand Implements

Your opportunity to buy European implements for vineyard, orchard, or garden direct from exclusive importer.



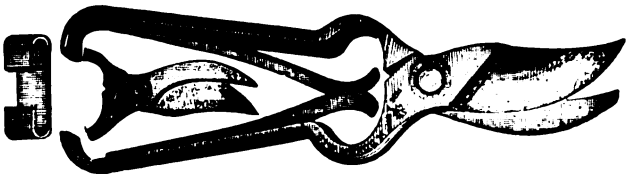
Dorian Scythes

Both Full Curve and Half Curve. Highest Grade Steel, tempered by secret process. Keeps the edge.



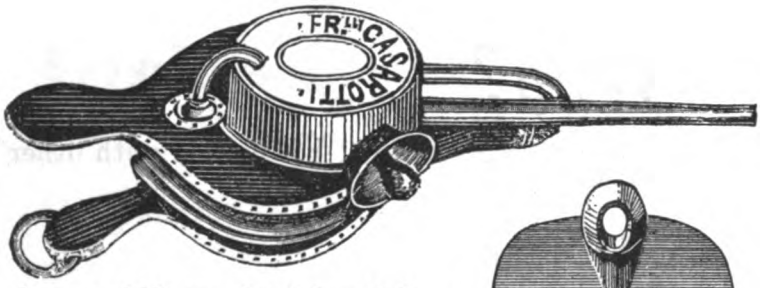
IDEAL Sulphur Machine

Most economical machine made. Has long stroke; makes work easy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double action, makes steady overflow. Capacity 1¾ gallons or 25 pounds sulphur.

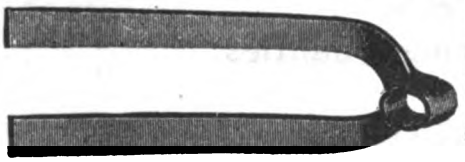


Genuine Rieser Pruning Shears

Sizes 8, 8½, 9 inches.

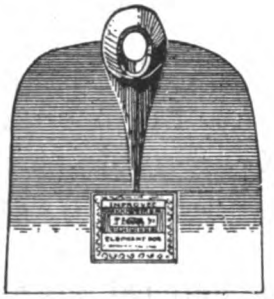


Imported Vineyard Sulphur Bellows



Flat Prong Burka Hoes

Length 12 to 20 inches. Thickness of prongs, ¼ to 2 inches.



Weight 3½ lbs. Size 9½x9

Weight 4 lbs. Size 10½x10



BELLOWS

Small size used for insect powder. Capacity, 1 quart.

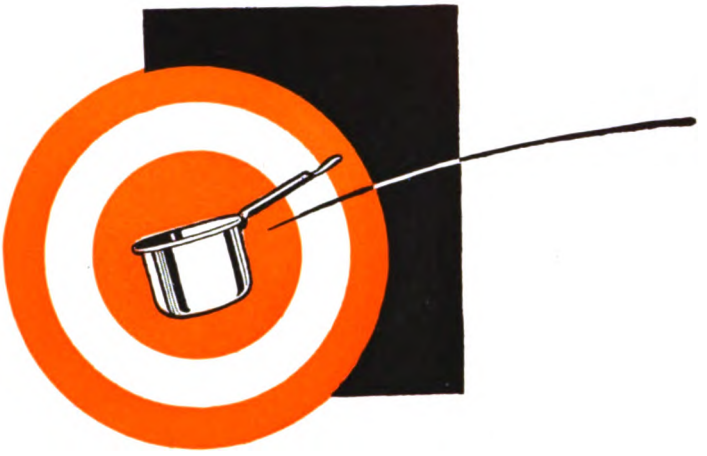
GRANUCCI HARDWARE CO.

Importing Agents for North America

Send for Prices and Catalog H. W.

633-647 Front Street **San Francisco, California**

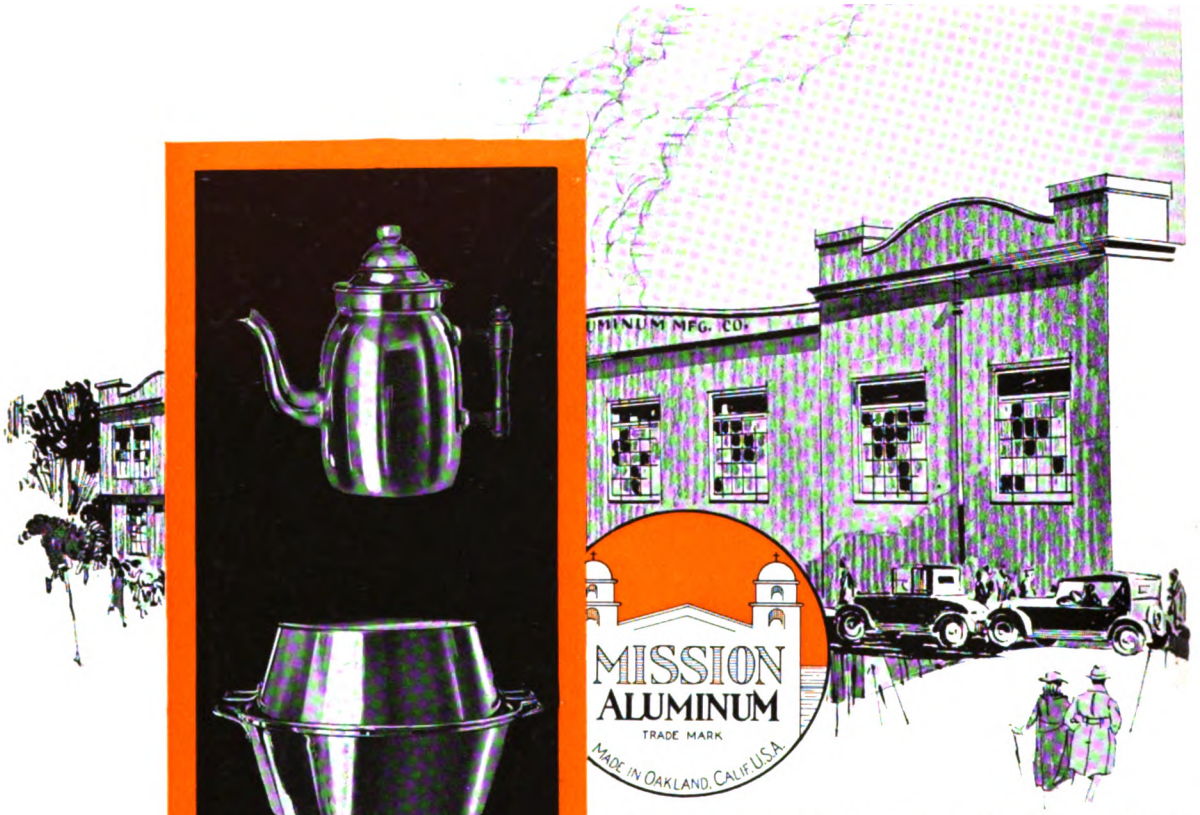
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How to get a "bead" on the Aluminum business of your town

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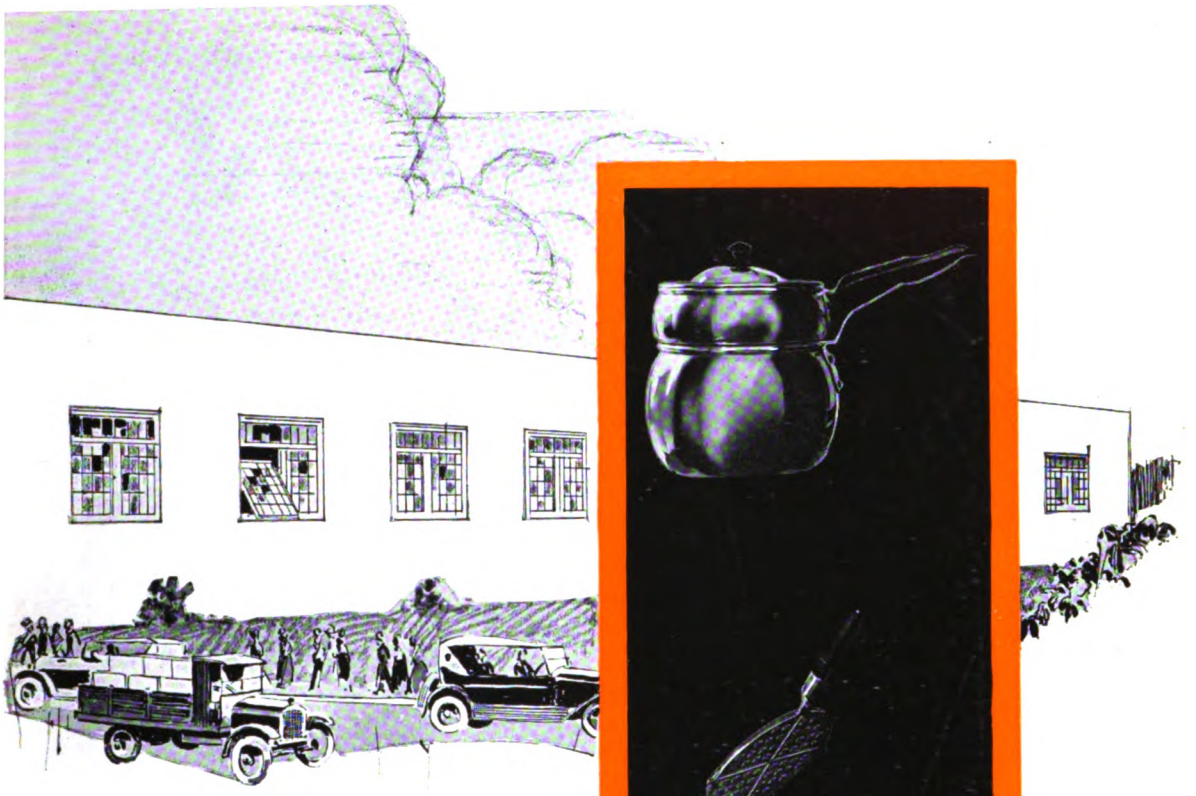
WHAT do you want to know most when you decide to put in any line—whether it is aluminum, cutlery or washing machines? You want to know what goes into the product, of course. But you want to know, too, the plant *behind* the product.

Here is the plant of the Western Aluminum Manufacturing Co. at Oakland (Emeryville District), California—23,000 square feet of floor space humming with busy machines—building enduring qualities into thousands of utensils a day. The plant is a model of organized efficiency. It is a strictly Pacific Coast company owned and operated by men who *know* aluminum—men trained to sense the requirements of both trade and consumer.

To put into every utensil every ounce of strength and beauty—that is the basic idea back of Mission Aluminum Ware. That is the ideal reflected and represented in this better and brighter kitchenware.

MISSION

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GET this thought fast: Mission Aluminum Ware has every good quality you find in other high grade aluminum ware—and *some*thing more. That something is the triple strength bead designed by us to reinforce all utensils carrying a bead. The triple bead makes the ware hold its shape—gives it longer life, too. Once you carry Mission Aluminum you'll have no more complaints on that score.

Try to crush in your hands any Mission utensil carrying the triple bead. You can't do it. But, with ordinary aluminum, you *can*. Then, too, Mission Aluminum Ware is made from thick gauge aluminum plate. So that each piece, whether it requires a bead or not, has unusual resistant qualities.

Add to this the fact that Mission Aluminum Ware is polished and repolished so that its bluish brilliancy excels that of any other ware—and you begin to appreciate its tremendous kitchen-appeal.

Aluminum WARE

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here's the triple "bead"

THAT PUTS MISSION ALUMINUM ON A SHELF OF ITS OWN

This triple bead is the biggest sales-idea that was ever rolled into an aluminum utensil. And it's a sales-idea that will never lose its newness. For "looks," for sheer strength, for year-round service, the triple bead (plus the other "Mission" features) puts this line of kitchenware on a profit-shelf of its own. Once you see the line, you'll be quick to appreciate how Mission Aluminum Ware will help you get a "bead" on the aluminum business of your town.

Want our latest catalog? We'll send it gladly!

WESTERN ALUMINUM MANUFACTURING CO.
45TH & HOLDEN STS. (Emeryville District) OAKLAND, CALIFORNIA

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Regular Janitor 57-in. only
Household Type 51-in. only

JUNE FREEMAN MANUFACTURING CO.

UTILITIES

MANUFACTURERS OF

Chain Mop Handles and Janitorial Utilities

"THE ONE-BETEE"

Guaranteed to out-last three of any other type.
Superior to any other on the market.
Mop easily placed.
No wires to rust.
No screws to strip or bind.
No clamps to get out of repair.

All metal parts Malleable Steel.
Sample Handle sent on request to Jobbers or Dealers.

Write for trade prices.

If your Jobber cannot supply you, let us know.

JUNE FREEMAN MFG. CO., San Francisco, California

Manufacturers and Sole Owners of Patent Rights

All Metal Parts Electrogalvanized — The Standard, Durable, Rust-proof Finish



Professional Janitor Type, 4½, 5, 5½ and 6 ft.

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR



Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

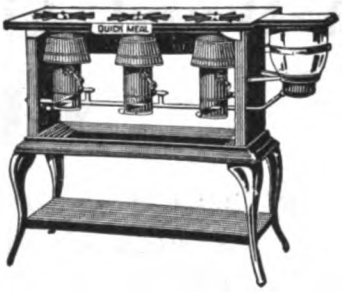
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BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

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QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

We also carry a large line of **COAL RANGES**

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
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We also carry a large line of **GAS RANGES**

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Service—Equal to the best

Merchandise—of dependable quality

These two outstanding features are responsible for our exceptional development.

We solicit your patronage.

"Everything in Hardware"

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Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

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STOVE REPAIRS

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

Spokane Stove & Furnace Repair Works

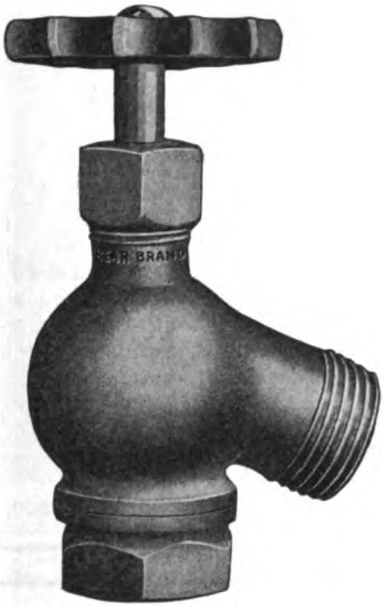
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Max Rubens **M. M. Rubens** **J. I. Rubens**

SPOKANE, WASHINGTON

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Garden Valves



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RED METAL, PERFECTLY MACHINED
PROPERLY PACKED
REMOVABLE HANDLE
SMOOTH SEATS

Valves that will stand the hardest usage

ORDER

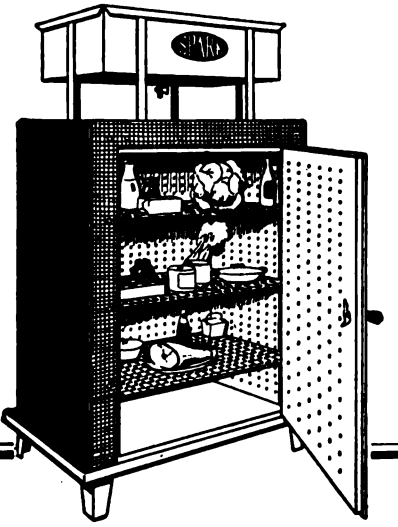
BEAR BRAND

GARDEN VALVES
FROM YOUR JOBBER
MADE ON THE PACIFIC COAST

Standard Brass Casting Co.

Main Office and Factory, Oakland, Calif.
Sales Office, 823 Monadnock Bldg., San Francisco
M. W. WUESTHOFF, Sales Manager

Brings You Summer Profits



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Iceless Cooler

Costs Nothing to Operate—
Saves Labor—
Gives A-1 Refrigerator Service

Every woman who sees the Spark Iceless Cooler wants one because it means health for the family, convenience, sanitation, safety—**at a single first cost only.**

No Ice Needed

The Spark Iceless Cooler is automatic—it protects and keeps foods in their original freshness.

To show a Spark Iceless Cooler is to sell one — it brings dealers quick profits

SPARK Stoves and Ranges have won a name on merit.

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MANUFACTURED BY
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It clings so tightly that there are no cracks or checks for moisture to enter.

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No wonder it is considered indispensable by all users of it.

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Its success has encouraged imitations. Be sure you get Dixon's Silica-Graphite Paint. It has no equal for durability and real economy, and no competitor. Write for Booklet No. 230B, and long service records.

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BIG GAME CARTRIDGES

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PETERS 22 Ammunition has been the standard of the World for years, as well as the pistol, revolver and rifle sizes.

The World's Records won and held with PETERS ammunition and as yet unequaled are sure proof that PETERS ammunition is built to "World's Record" specifications.

THE PETERS CARTRIDGE COMPANY, Cincinnati, Ohio
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SPECIALTY HARDWARE JOBBERS

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We carry factory brands only under factory labels and numbers

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JOE WELSH'S

CELEBRATED

Telerana - Nova LEADER



A Leader that is well named a LEADER. A LEADER of Leaders

A Leader that has LED the largest trout and salmon to their death this past season. Do you know the largest trout was landed in Colorado, 10¼ lbs., by M. Pawls of Meeker on a No. 2 Joe Welsh leader? The largest salmon, 41 lbs., landed by Judge Osborne on a No. 2 Joe Welsh Leader. The largest trout in So. Calif., 32½, 13 lbs. 3 oz., was landed on a No. 3 Joe Welsh Leader by Joe Welsh himself. O. S. Taylor says in the American Field: "The only Leader I found to stand the fishing in the Soo were Joe Welsh Leaders." Dixie Carroll of national fame, says they are par excellence. So does a score of our best known writing anglers. Think of the knotless, invisible, strong leader in all lengths up to 9 ft. in 6 sizes with breaking strains from 2½ to 30 lbs. All quality. Make the weakest part of your tackle the strongest.

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SPECIAL OFFER: I will send you a 3-ft. Leader for 25c, 6-ft. Leader for 50c, 9-ft. Leader for 75c as samples only. Also a sample card showing all sizes.

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Dealers can make good profits by handling this popular leader.

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AVIS SANITARY
FLY TRAPS

Follow the Judgment of These Jobbers

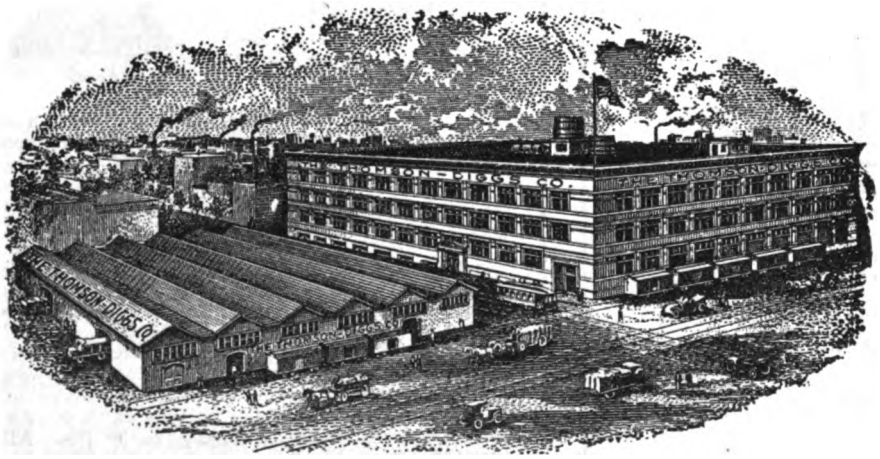
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If you are one of our customers you know them.

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Three Special Reasons

Why You Should Order Your FREEZERS Now



BLIZZARD

(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

(3) Hot weather is sure to come. So will the rush for Freezers all along the line, from user to dealer—to jobber—to us.

But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy.

If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



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NORTH BROS. Mfg. Co.

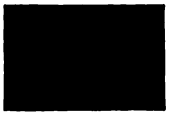
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TRADE MADEWELL MARK

Camp Cooker



Camp Cooker Set Up



Camp Cooker Closed

Your stock of camp necessities is not complete without the Madewell Camp Cooker. Consists of a heavy wire grill with three side sections of sheet metal to give control of fire and keep dirt out of the food. Folds up into a flat, compact, easily carried package, which can be put under the cushion of either seat. Blackened surfaces fold inside.

"MADEWELL" Collapsible Camp Stove

A complete range, just as you see it. Has roomy oven, four lids, damper, and collapsible pipe. Note the small space occupied when it's folded up. Easily and quickly set up and perfectly rigid when ready for cooking. A ready seller to auto campers.

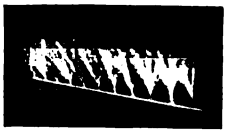




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"MADEWELL" Rainbow Lawn Sprinkler

Throws a fine uniform spray over rectangular space.



Strongly built. Needed wherever there is a lawn or garden. A ready seller.

All above products for sale thru jobbers. Write to us for folders.

Madewell Pipe & Culvert Works

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THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

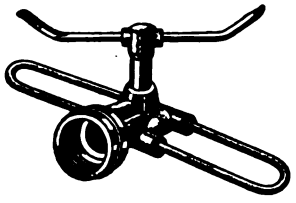
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Dept A COUNCIL BLUFFS, IA.

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives



Thompson "Junior" Revolving Sprinkler



The "Dollar-Seller"

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

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PARING KNIVES
RAZORS
RAZOR STROPS



California Stock Pattern

SHEARS
SCISSORS
MANICURE GOODS
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WESTERN STATES CUTLERY & MFG. CO.

Write for Samples and Prices **Mfrs. of Cutlery and Cutlery Products** **BOULDER, COLO.**

The Standard of Service and Satisfaction



Clark Jewel oil stoves are excellently constructed throughout. Only materials of the best grade are used and the workmanship is of the highest quality.

Clark Jewel oil stoves are made to give every user lasting service and satisfaction.

They save time—they save oil.

Our 1921 catalog, number 112, will be mailed you promptly upon request.

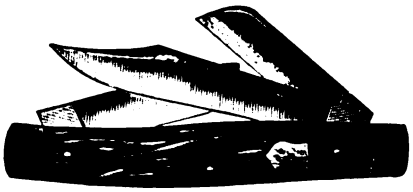
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Division American Stove Company

CHICAGO

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Highest Quality Made
Western Sales Representative
W. H. WILBURN
602 Williams Building, San Francisco

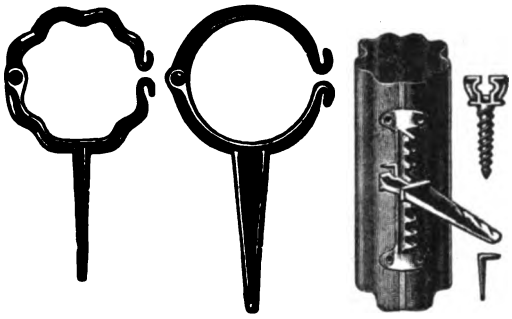
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Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

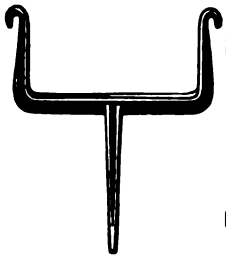
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Berger's Hooks and Pipe Fasteners



MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG No. 9 and PRICES

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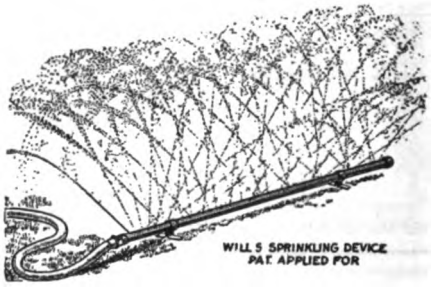


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Store, 237 Arch Street
Warerooms and Factory,
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Manufacturers Tinners' and Roofers' Supplies

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"There's a Reason Why This Business Increased 100 Per Cent in 1920.

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.
The Spray is distributed equally, covering every space and corner.
Made in all Lengths, and to suit any pressure.
Guaranteed for 10 years' service if properly cared for.
Ask your Jobber or send direct to the Factory for our descriptive folder.

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Welding for All Makes — Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

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PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing **PLATERS**

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Demountable Rims, Etc. — Head and Spot Lights — Milk and Ice Cream Cans, Etc.

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1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"
WITH YOU AND YOUR CUSTOMERS
STAND FOR
QUALITY and DURABILITY

WRITE US FOR DEALER'S PROPOSITION
MANUFACTURED BY
The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921

STEWART

Automatic Sash Adjuster

Easily Adjusted for Any Size of Window Sash

Simple Compact Strong Everlasting

Requires only one inch on window stop



Patented Dec. 16, 1919

Are Adaptable to

Casement Windows
Transoms
Pivoted Sashes

Horizontal or Vertical Pivots

For All Sashes that Swing IN or OUT

STAPLE LINE FOR 5 YEARS
THOUSANDS IN USE

BETTER AND COSTS LESS
ORDER FROM YOUR JOBBER

STEWART MANUFACTURING CO.

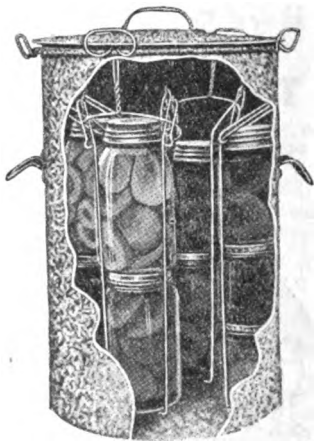
OAKLAND CALIFORNIA
1527-31 Jackson St.

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BEAR BRAND COLD PACK CANNER







A new and improved method of cold pack canning for the home. Approved by U. S. Government. Lower prices on fruit and sugar means a good demand for an up to date canner. Place your order through your jobber early to insure stock. Send for catalog and instructions.

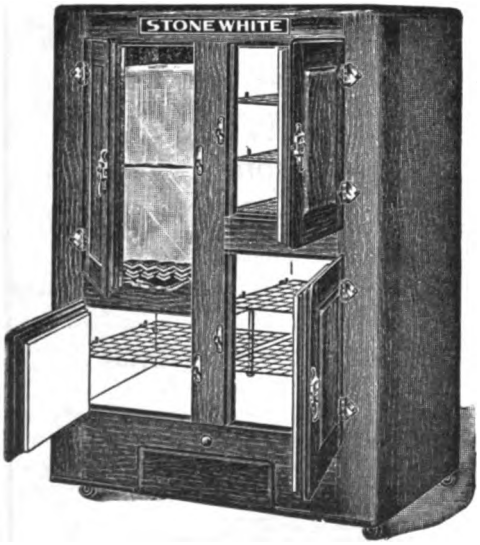
WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox. L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Shailer & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

MANUFACTURED BY

Woolwine Metal Products Co.
Eighth Street and Santa Fe Ave.
Los Angeles, California

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.

Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento .....Miller-Enwright Co.
Portland .....Honeyman Hardware Co.
Seattle .....Schwabacher Hardware Co.

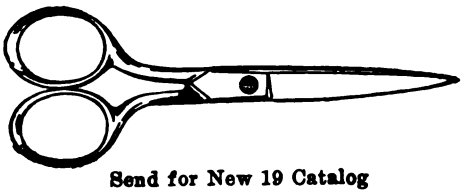
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"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Mexico, D. F. Mexico

SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing — of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly

Never Leaks

Instantly Applied

Seals Positively



SELLS RETAIL FOR 5c EACH COMPLETE



Attractive discounts to the trade.

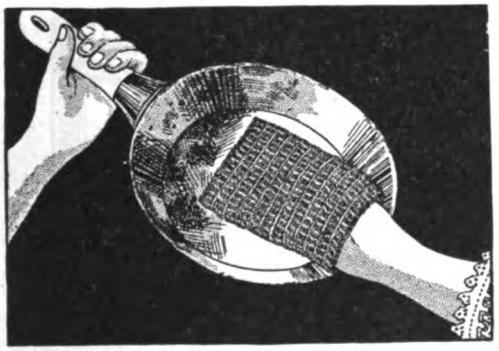
ORDER SAMPLE GROSS TODAY

MANUFACTURED BY
PORTER PRODUCTS CORPORATION
615 Keith Bldg. - - - Syracuse, N. Y.

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 739 Call Bldg., San Francisco



A BIG SUMMER SELLER THAT PAYS GOOD PROFIT

THE Royal Self Heating Iron

Does better ironing in less time and with less effort, and allows the housewife to iron in the coolest room in the house, on the porch or out under the trees.

Over 1,000,000 ROYALS sold to date. Hundreds of hardware men testify to its merits. Every iron fully guaranteed.

Attractive Selling Helps free to dealers.
Write for prices and details today.

ROYAL SELF-HEATING IRON CO. - Big Prairie, Ohio

Western Representatives, SPRAKE SALES CO., Inc.
Los Angeles 216 Higgins Bldg. San Francisco 525 Market St. Denver 504 Charles Bldg.
Portland, 633 Railway Exchange Bldg.

George T. Howard Company
Wholesale Distributors for Texas
San Antonio, Texas

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ASBESTOS

WHAT DO YOU KNOW ABOUT ASBESTOS?

WE MANUFACTURE THE FAMOUS

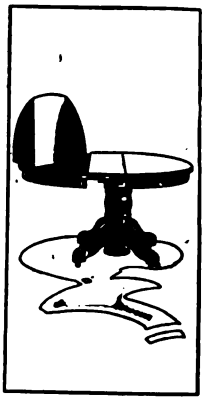
"BUNKER HILL"

Brand of Asbestos Table Protectors and Table Mats

THEY ARE HEAT-PROOF and PROTECT THE FINEST DINING ROOM TABLES

Inter-Mountain and Pacific Coast Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, Cal.
320 Story Bldg., Los Angeles, Cal.

TURNER ASBESTOS COMPANY, Exeter, New Hampshire



Dealers Earn the Advertising Appropriation

$1.00 Gem Safety Razor Set

FREE **FREE** **FREE**



WITH

Every dozen Safetee Shaving Cream at $2.96 per dozen

or Safetee Cocoa-Butter Center Shaving Stick at $2.96 per dozen

or Safetee Shaving Powder at $2.96 per dozen

OR

Two dozen Safetee After-Shave Talc at $2.40 per dozen.



EXAMPLE

	Cost	Sell at	Profit
1 Dozen Safetee Shaving Cream.....	$2.96	$4.20	$1.24
1 Gem Razor Set.....	**Free**	1.00	1.00
Profit			**$2.24**

Push "THE LINE THAT PAYS"

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MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO

CHATILLON CUTLERY

"Yes, I Use Foster Bros. Brand"



"because it's the only cutlery that performs up to my standard of good cutlery. I have tried many other brands, all with their good points, but I never found complete satisfaction until I started using Foster Bros. Brand."

The above remarks were made by a butcher in a large retail shop, a man who does nothing but cut meat all day long. All the other men in this shop use Foster Bros. Brand.

Various factors combine to produce such complete satisfaction. Our experience of nearly a half-century gives us the ability to properly design the blades. The excellent materials fashioned by skilled workmen into these designs insure durability and a keen edge. The large number of patterns affords the selection of a knife or cleaver best suited for every purpose.



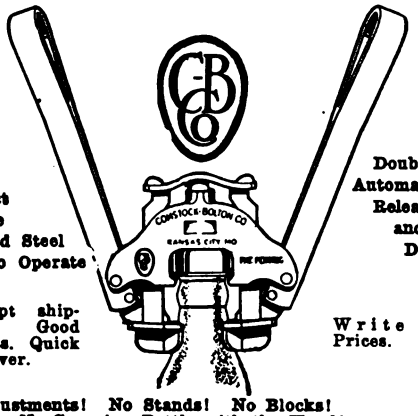
Ask your jobber about this Foster Bros. Brand

JOHN CHATILLON & SONS
New York U.S.A.

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C-B-CO Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
Easy to Operate

Double Levers
Automatic Plunger
Releases Bottle
and Perfects
Double Seal

Prompt shipment. Good profits. Quick turnover.

Write for Prices.

No Adjustments! No Stands! No Blocks!
No Grasping Bottle with the Hand!
No Set Screws! No Keys! No Springs!
Just cap the bottles as they stand!

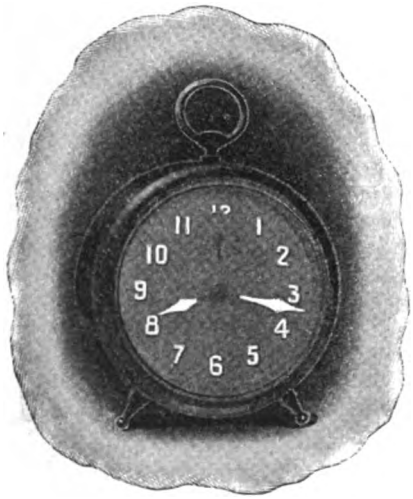
"CAPS THEM ALL"



COMSTOCK-BOLTON COMPANY
Manufacturers Household Specialties
1925 E. 15th St. - - Kansas City, Mo.

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

Folding Brass Doll Beds
Champion Wire Scoops
Wire Flesh Forks

REDDICK
WIRE SPECIALTIES
1879

Reddick Mole Traps
Sholder Wire Scoops
Champion Ash Sifters

Specify Reddick Nationally Advertised Wire Specialties

From your jobber or direct from us.

MICHIGAN WIRE GOODS COMPANY
502 Second Street, Niles, Mich.

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

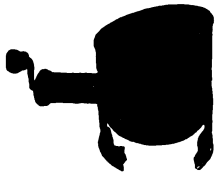
Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MARTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



GENUINE

HUNTER'S SIFTER

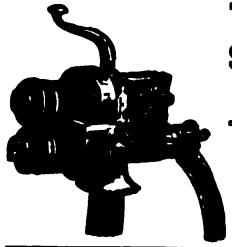
Standard of the World
Since 1880

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

Ear Tags FOR STOCK 99

Tag your stock—best and cheapest means of identification for Hogs, Sheep and Cattle. Name, address and number stamped on tags. Catalog mailed free on request.

F. S. Burch & Co. 178 W. Huron St. Chicago

F.S. BURCH

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Cooks All Sizes at Once

The smallest bottle cannot drop through the fine mesh of the

No. 8 UNION

One-Piece Adjustable Canning Rack

Fits any No. 8 wash boiler—no expensive container necessary. The only high grade rack which folds compactly all-in-one-piece. No loose parts to become lost or broken.

All jars cook at bottom of container where water is hottest. The special feet keep jars off fire bottom and prevent cracking. The lugs upon handles grip boiler edge, permitting quick removal.

Any jar may also be instantly removed with the No. 10 UNION Sure-Grip, shown above—a necessity in every household. This is an important feature, as some products require less cooking than others.

The most popular rack you can handle. Write for circular and full information.

Tested and Approved by Good Housekeeping Institute

UNION STEEL PRODUCTS COMPANY
LTD.
530 N. Berrien St.
Albion, Michigan



No. 8 UNION. Cooks all sizes at one time. (Patents Pending)



No. 8 UNION. Easily loaded and unloaded.



No. 8 UNION. Folds compactly, all in ONE piece.



No. 4 UNION. Fits any ordinary kettle. (Patents Pending)



No. 10 UNION SURE-GRIP
A necessity in every home. (Patents Pending)



UNION
ONE PIECE FOLDING ADJUSTABLE
Cold Pack Canning Rack

Easy to Use

Easy to Sell

Hitting the Bullseye Since 1864

Stevens

—STEVENS—

Stevens— and a Buyer's Market

"You'll have to sell this year. It's a Buyer's Market." Every dealer is saying that now.

If this is true, you will stock your store pretty carefully. You'll want to "play it safe."

So will your customers. They are buying just as carefully.

The STEVENS line with a 57 years tradition of giving value received, has always sold easily wherever there is a market for firearms.

That's why STEVENS will appeal to you this year more than ever, and it will appeal to your customers, too.

It's always well to bear in mind that "Stevens sell a little easier" — particularly in a Buyer's Market.

J. STEVENS ARMS COMPANY
CHICOPEE FALLS, MASS.

Executive and Export Offices:
50 Church St., New York City

Owned and Operated by
Savage Arms Corporation, New York



An advertising campaign in the Boys' Magazines on the Stevens Favorite Rifle, shown above, begins with the June issue. Boys everywhere will want to see them. Better put one or more in your window

Rifles - Shotguns - Pistols

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Sells to Dealer for $160.00
Retail Price, $375.00

The COOK PHONOGRAPH

reproduces the human voice, violin and all other instruments so distinctly that the very personality of the artist is revealed.

The tone and appearance of this instrument endears it to the purchaser, so that it becomes a necessity to the household.

Each phonograph is built by the master artisan and creators of this instrument in our factory.

Correct design, high quality construction, durability, appearance and finish are features of the COOK Phonograph.

ERNEST C. COOK COMPANY

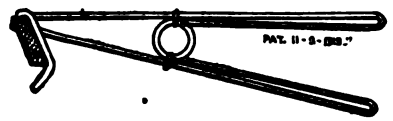
Manufacturers of the COOK PHONOGRAPH
"The Instrument of Quality"

Main Office, 116 S. Michigan Ave., Chicago

SWISSALU
ALUMINUM
"THE HANDLE STAYS COLD"

THE GEO. H. BOWMAN CO., Cleveland, Ohio

TWO HOME NEEDS



The Chastern Patented Gas Lighter, with scissor action, works automatically prevents user from scorching hands. A good live spark from every stroke.

The Chastern Sanitary Tea Pot Strainer and Lid Protector —an invisible tea strainer that effectively protects breaking of tea pot cover.



A Broken Lid Means A New Pot

Write for full information.

CHASTERN Inc.
211 Centre St.
New York City

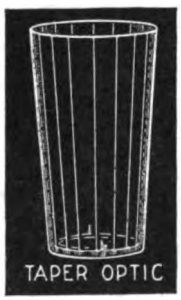


BEST CUTLERY CO.

Manufacturers of all kinds of

HIGH GRADE SOLID STEEL SCISSORS

Office and Works
25 Willoughby Street - - Newark, N. J.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write
H. C. COOK CO. - ANSONIA, CONNECTICUT



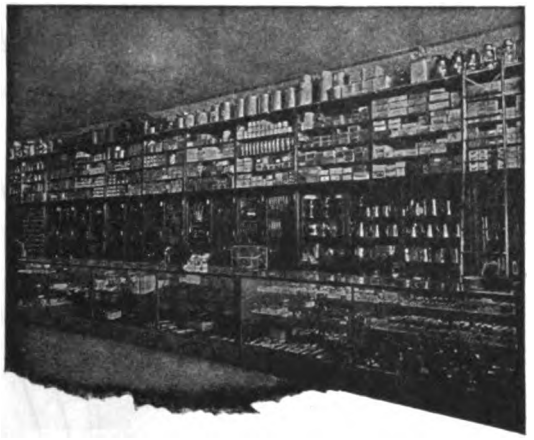
Gilson Garden Tools

Have proven **Live Sellers** wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

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Hidden Hardware Won't Sell Itself

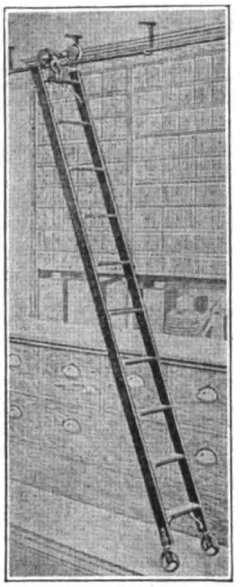


Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

DULUTH SHOW CASE CO.
DULUTH, MINNESOTA

Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

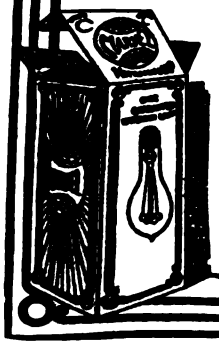
MILBRADT MFG. CO.
2415 No. Tenth St. - - - St. Louis, Mo.

Quality is the first Consideration in building Marvel Nitrogen Lamps

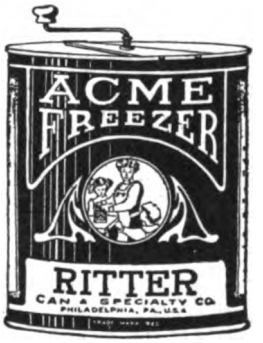
(ALL SIZES)

YOU are assured of a perfect, efficient, flawless lamp, and of IMMEDIATE DELIVERIES. Marvel Lamps are sold by direct representatives, and there are still a few highly valuable territories open

Write or wire us for details



Brite-Lite Lamp Mfg. Company
214 Oxford Street
Providence R. I.



WHY ARE

ACME

Ice Cream Freezers

selling so well this Spring and Summer?

Sugar and Cream are not high in price.

Very little Ice is required.

The ACME 2 quart size is easy to operate and is highly sanitary.

Retails at $1.50

Order a few dozen from your Jobber immediately. Also in 4 quart size—Retails at $2.50.

MADE BY

RITTER CAN & SPECIALTY CO.
PHILADELPHIA, PA.

Factory Selling Agents: BEH & CO.
106 Franklin Street, New York City

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Substantial—Sanitary —Safe



WITT
CORRUGATED
GARBAGE PAILS

The heaviest and strongest garbage pails on the market.

Built to hold up under constant hard use.

Made of heavy corrugated sheet steel with extra heavy bottoms and lids; "hot-dip" galvanized after being formed and riveted, thus closing all seams and joints, making containers absolutely water tight. Each pail is given water test before leaving the factory.

Made in four sizes: 5, 6 6-10, 8¼ and 10 gallons.

The same quality which has characterized the well known Witt-Corrugated Ash Cans is found in these Witt-Corrugated Garbage pails.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co	San Francisco
Dohrmann Commercial Co	San Francisco
Dunham, Carrigan & Hayden Co	San Francisco
Heyman-Weil Co	San Francisco
Holbrook, Merrill & Stetson, Inc	San Francisco
Mangrum & Otter, Inc	San Francisco
Seller Bros. & Co	San Francisco
Whiton Hardware Co	Seattle
Thomson-Diggs Co.	Sacramento
M. Seller & Co	Portland, Seattle, Spokane
Honeyman Hardware Co	Portland
J. Bornstein & Sons, Inc	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.

MANUFACTURED BY

THE WITT CORNICE CO.
Cincinnati, Ohio

Pacific Coast Representatives

GRIFFITH SALES CO.
693 Mission St., San Francisco



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There's a Duplex model to suit everybody. You can sell the dweller of the tiniest apartment or the possessor of the largest estate a size that will just fit. And Duplex steel and aluminum construction means long life and perfect satisfaction.

Meet New Conditions With New Merchandise

Keep pace with changing household conditions by selling merchandise which has present day appeal.

Today women welcome more than ever anything which will make it possible for them to spend less time over a hot stove. The Duplex Fireless Stove does just that. Besides it has an instant appeal to the woman living in the small apartment, bothered by the ordinary stove heating up the whole place to a suffocating temperature. And the Duplex Fireless Stove not only reduces cooking costs but gives better flavor to the food.

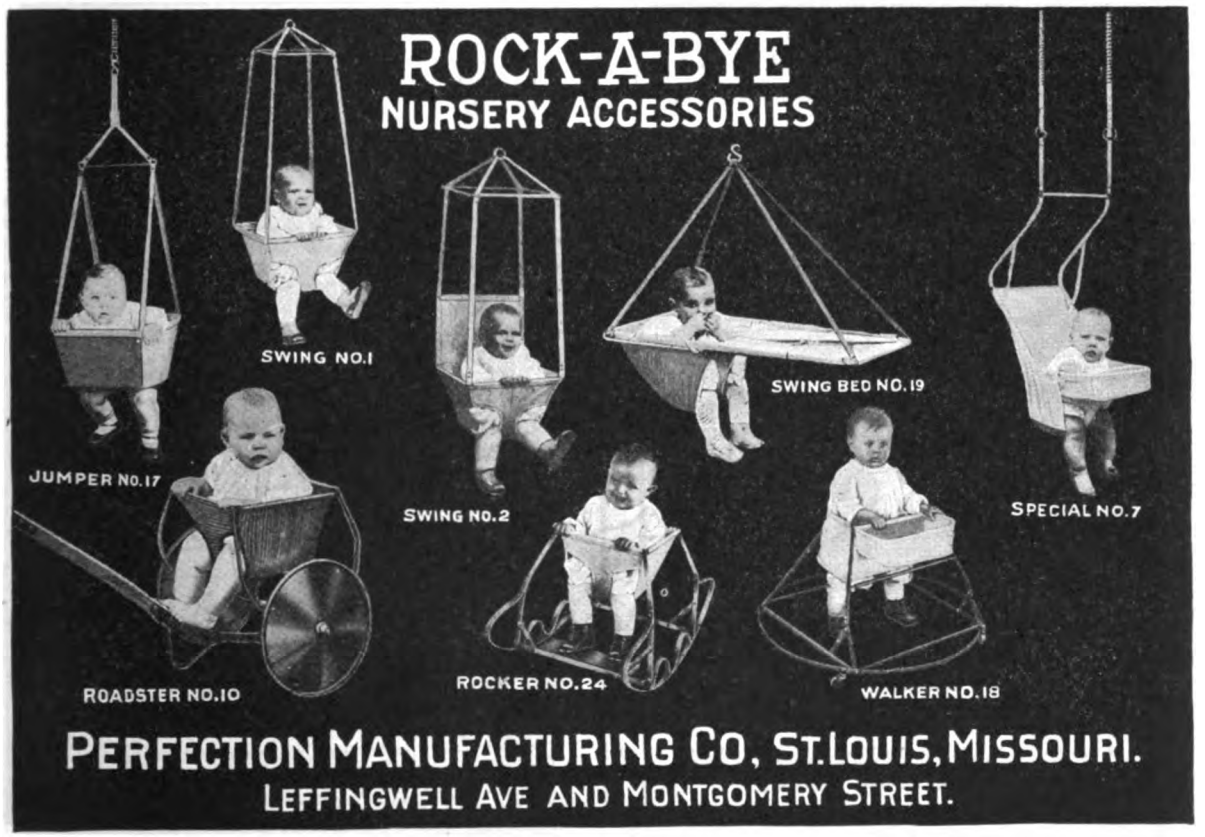
Duplex demand is there—created by long reputation, as well as national advertising in leading women's publications.

Backed by genuine sales helps, such as posters, window displays, attractive literature, newspaper ads, etc., you can quickly realize comfortable profits on these great sales possibilities. Write today—get our liberal dealer's proposition.

DURHAM MFG. CO. - Muncie, Indiana

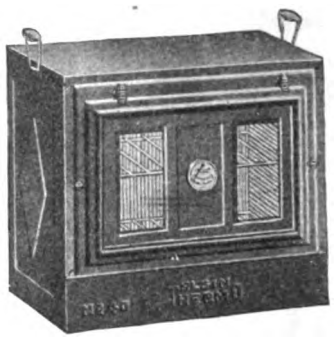
World's Largest Makers of Fireless Stoves

DUPLEX FIRELESS STOVE



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Oven Time Has Come



—the time when your city and country trade want Elgin Ovens. Very popular because they save gas and do not heat up the kitchen when used with oil cook stoves. Dealers be ready for these early orders. Have a moderate stock of Elgins on hand and sales will come easy. Don't neglect this another day.

Elgin Ovens Sell Fast

Nothing in your store will come nearer selling itself than Elgin Ovens because they are handsome, convenient, fuel-saving and will bake perfectly. Superior in heat circulation and construction. A style to please everybody. Your customers will be delighted with the Elgin and their permanent patronage will be assured in your store. Remember, an order from you will be filled the same day it is received. We give quick service. Let us help you create new business with Elgin Ovens. Try us. Write today. Order direct if your jobber cannot supply you.

Very popular sellers are Elgin No. 36 (nickel front), No. 40 (Thermo type), and No. 14 Lady Elgin. Send for complete description of entire line. You will see big sales possibilities for you in it.

Elgin Stove & Oven Co.

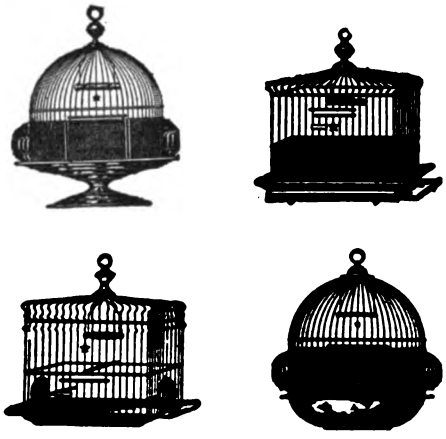
Elgin, Illinois

Manufacturers

Eastern Distributors: Beh & Co., 106 Franklin St., New York City. N. Y.
Warehouses: New York, Philadelphia, Boston, Pittsburgh, Rochester
Northwestern Representative: A. C. Black, 515 Lumber Exchange, Minneapolis, Minn.
Chicago Representative: M. S. Kopf, 180 N. Dearborn St.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia



Camp Spoons

ATLAS TINNED

Now is the time to place orders for these spoons so as to have them in stock for Campers.

Write for catalogue and prices.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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A Superior Product

Selling for Less

is certain to meet with increased sales, resulting in increased profits; that's WHY

The "Red Seal"

Auto Bed and Tent

"Four Beds in One"

For Tourist, Camper Sportsmen and Home

is leading ALL others in sales and gaining dealer good-will.

The Red Seal Auto Bed can be set up **over the seats, within any five-passenger auto, off the running board,** or entirely independent of the car without a single adjustment or additional equipment.

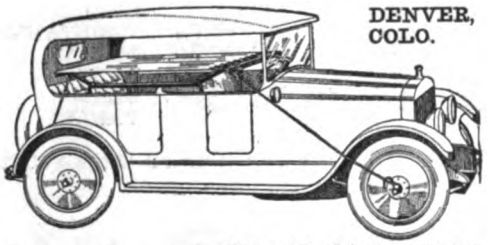
Equipped with a mattress that Cannot Sag; tensile steel springs; light steel frame—rigid and strong; folds into small neat bundle which is carried conveniently on running board.

Write today for descriptive literature and price list.

THE SCHAEFER TENT & AWNING CO.

1421 Larimer Street

DENVER, COLO.



Dealers!

The point of interest to you is the comparatively low cost — the wide margin — the waiting market. All inquiries resulting from our national advertising in Field & Stream, Outers' Recreation, Motor Life, Outdoor Life, Vacation Manual, Hardware World, Touring Topics, Northwest Motorist, Western Canadian Motorist, etc., will be referred to you.



MARBLE'S

Outing Equipment

Preferred by Outdoor Men



Sell things sportsmen want—build up a trade that will endure by featuring Marble's Outing Equipment. These prices are list — liberal dealer discounts — order of your jobber—be sure you have Marble's Catalog.

Stock these ready sellers—Marble's Hunting and Fish Knives, Pocket and Camp Axes, Gun Sights and Cleaners, Fish Gaff, Compasses, Waterproof Matchbox, Auxiliary Cartridge, Shell Extractors.

Expert Knife—A dandy for every man in the open—designed especially for hunters, trappers, guides. Thin, keen edge blade for dressing furs—back designed for scraping skins. 5-in. blade, leather handle, $2.50, leather sheath included. Add 10% war tax.

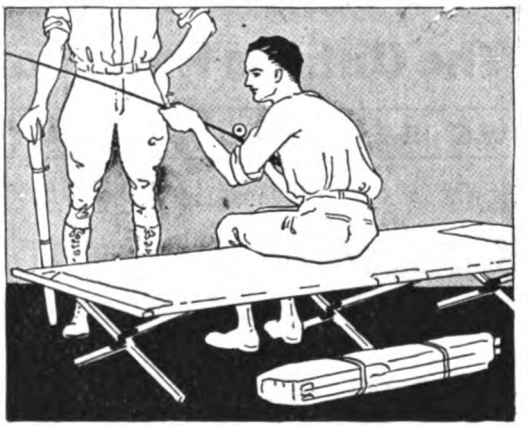
Camp Axe—No. 9. Real necessity to every outdoor man. Small enough to carry in belt—large and heavy enough for strenuous use. 2¾ x 4¾-in. blade, finest steel, 14-in. handle, selected hickory, wt. 22 oz., $1.50. Leather sheath, 75c.



MARBLE ARMS & MFG. CO.

5380 Delta Ave., Gladstone, Michigan

Pacific Coast Representatives:
McDonald & Linforth
739 Call Bldg., San Francisco



The Real Cot for Camp

Comfortable—Portable—Strong

Through 30 years of out-door life in every corner of the earth —through two wars—and the "Gold Medal" Folding Cot still stands the leader.

It is comfortable, compact, light, and easy to carry when folded. Selected materials, careful workmanship, and "G. M." special construction throughout make this the real cot for camp.

This cot and "Gold Medal" folding chairs, tables, etc., will satisfy your customers. The profit is worth while. Write for catalog. Jobbers everywhere.

Gold Medal Camp Furniture Mfg. Co.

Racine, Wisconsin

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Yours for Mutual Profit

INCREASE your profits and build up friendship and good-will by handling the Aseptic Home Capping Machine. It is packed for your convenience in individual boxes, thus saving space, preventing loss of parts, and reducing your expense.

For our third year of bottle cappers we are prepared to double last year's out-put and sincerely hope that we will double our circle of business friends. "Yours for Mutual Profit" is the way we sign our letters and we mean it.



Write today for sample and prices.

Reinhold-Sharp & Company

615 Harrison St. Davenport, Iowa

The Ontario Knife Company, Frankiinviiie, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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Useful Everywhere

IN every part of the Country they're finding out about Masco Cloth — the cloth that soaks up dirt and water like a sponge or shines like a chamois skin — *and still stands up under heavy wear.*

Made of selected cotton yarn, held together by double threads, Masco Cloth is able to pick up more dirt than ordinary cloth — to clean quicker and polish brighter.

That is why Masco Cloth sells itself.

Write us today for details.



IN THE KITCHEN
as a hand or dish towel



IN THE BATHROOM
as a cleaning cloth for the enamel and porcelain



IN THE LIVING-ROOM
as a dustless cloth for dusting and polishing furniture



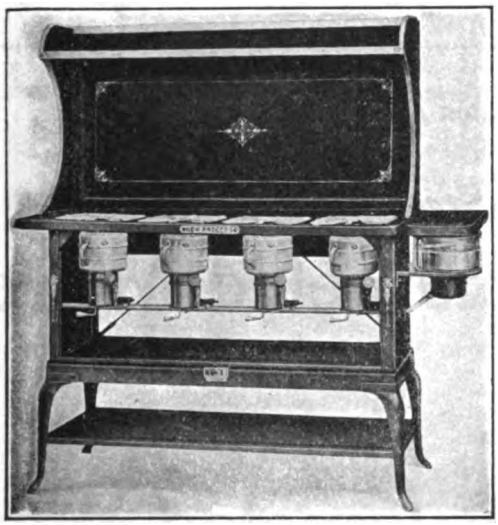
IN THE DINING-ROOM
as a polishing cloth for the silver and metalware

Masco Cloth

MASSASOIT MANUFACTURING COMPANY
FALL RIVER · MASS ·



FOR THE AUTO
a durable polishing cloth for all metal and enamel finish



"New Process"
Brings Customers

The appearance and perfect working qualities of the NEW PROCESS OIL STOVE satisfies every user. They are made in various styles and sizes in Satin finish.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank. Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron. Furnished either with or without Back Shelf.

The NEW PROCESS OIL STOVES will bring you customers.

NEW PROCESS STOVE CO. *Division American Stove Company*

CHAS. H. SCHIECK, Sales Agent, 715 Indian a Street, Near 19th Street, SAN FRANCISCO

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The Hardware Store

NITROGEN WHITELITE LAMPS



From 40 to 1000 Watts



In 100 and 200 Watts Only

is the proper agency for incandescent electric lamps, and the proper lamp for you to handle is the WHITELITE. It sells and sells again. Your own customers become your salesmen. They recommend it.

Be sure and have the DUALITE (the lamp with the two filaments) on hand. You will be asked for it. It is the only lamp of its kind on the market and is made exclusively by

WHITELITE ELECTRIC CO. - 368 Broome Street, New York City

Licensed under the General Electric Co.'s patents

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate
Turquoise Enameled Ware

New York Chicago Boston San Francisco

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Every Woman Fears to Trust Her Dainty Undergarments

to the impersonal treatment of the modern laundry. Each individual bit of lingerie must have her own loving care and attention.

Realizing this, the WASHERETTE has been designed to assist her take advantage of what limited time and facilities she has at her disposal for this task.

It is constructed with a sympathetic understanding of the fragile quality and delicate textures of modern feminine apparel.

Silk stockings, georgette blouses, camisoles, chemises and wash silks of all kinds may be placed in the cylinder, warm water and soap chips added, a turn of the faucet and Milady passes on to other duties with the serene assurance that each piece will in a few minutes be renewed to its original sheer loveliness.

Weighing but six pounds, it is just what the name implies—a miniature washing machine so convenient and light that it may easily be carried from room to room and utilized with equal facility in bathroom tub or bowl or in the kitchen sink.

Runs by water power and the operating cost is exactly nil.

The Washerette Corporation

ROCHESTER, N. Y.

Dealers and Jobbers, its appeal to EVERYWOMAN is worth money to YOU

Write for our proposition and prices

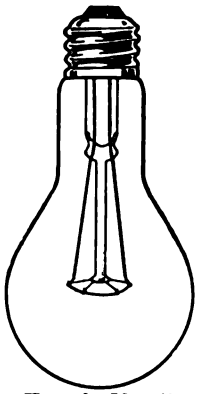
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Hygrade Engineers

Eight technically trained and educated engineers keep Hygrade abreast of the times in both scientific knowledge and practical accomplishment.

OMER COX
Western Representative
Atlas Building
San Francisco, Calif.

The newest result of their work is the Hygrade TIPLESS 50-watt C clear lamp, illustrated here. This is an excellent lamp to use as a mill type lamp, wherever conditions are too rough for ordinary styles.



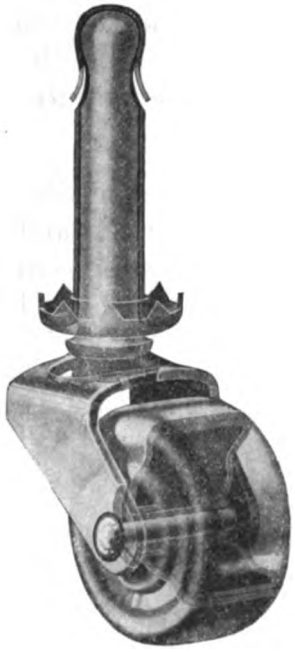
Hygrade 50-watt clear TIPLESS gas-filled lamp.

Exact knowledge is the basis of Hygrade progress.

Licensed under the Tungsten Lamp Patents of the General Electric Co

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

The Hygrade Lamp Company makes a complete line of large style tungsten lamps.



...THE...

FAULTLESS CASTER



A scientific construction accurately produced--this is the fundamental principle that has established the supreme quality and unsurpassed service of FAULTLESS CASTERS.

BY INVITATION MEMBER OF



FAULTLESS CASTER COMPANY
EVANSVILLE, INDIANA
Manufacturers of All Kinds of Casters

Pacific Coast Representatives
CHAS. A. DOWD SALES COMPANY
320 Market Street, San Francisco

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Glasbak Dishes Are in Demand

WOMEN who cook and bake are realizing more every day the superiority of Glasbak glass baking dishes. They appreciate the smooth transparency of Glasbak dishes, which affords a clear view of the food as it is baking. Then, too, Glasbak dishes absorb oven heat evenly, which assures an even baking temperature throughout.

Glasbak dishes are attractive—they can be served from right at the table—and they are easily washed.

Because of all this, the demand for Glasbak dishes is increasing rapidly. They represent an amazingly quick turnover. Write for particulars.

McKEE GLASS COMPANY
Jeannette, Pa.



ORDER FROM YOUR NEAREST JOBBER

The
OLD RELIABLE
Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

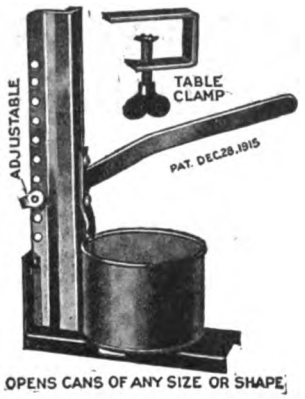
—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

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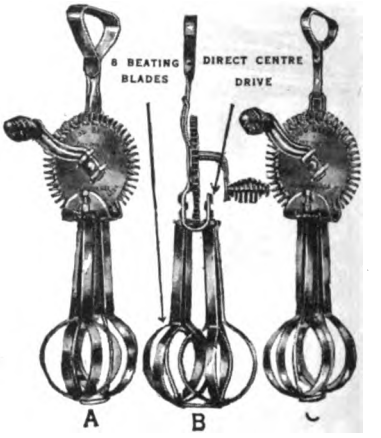


No Kitchen Equipment is Complete Without These

BIG

4

That Is Certain



NO MORE THAN YOUR HOUSEWARES STOCK IS COMPLETE WITHOUT THEM; and they must be these PARTICULAR ONES to provide large PROFITS, best QUALITY, good SERVICE and full SATISFACTION. BEST IN THE WORLD—THAT'S SURE.



Ladd Mixer-Churns

Substitutes WON'T DO. You know what your Bible says about substitutes.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER-CHURNS—1 qt., 2 qts.
SATURN CAN OPENER—Safety, stationary.
SATURN REELS, 2 finishes.

JOBBERS THE WORLD OVER AND US

UNITED ROYALTIES CORPORATION
1133 Broadway, New York



Saturn Clothes-Line Reels

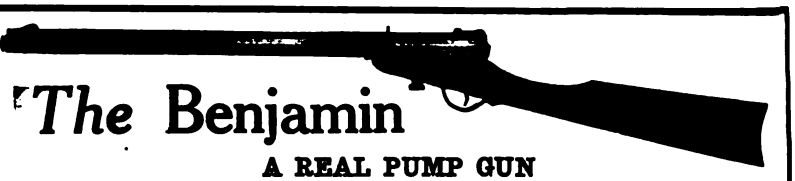
AT $5.00 RETAIL

The Most Wonderful Air Rifle Ever Invented

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.
Broadway & Washington
ST. LOUIS, - - MISSOURI

Pacific Coast Representatives
McDONALD & LINFORTH
Call Bldg., San Francisco



The Benjamin

A REAL PUMP GUN
DIFFERENT FROM ALL OTHERS

It appeals to that instinct of young Americans which demands POWER when needed in addition to accuracy, beauty in design and light weight in a REAL AIR RIFLE at a popular price. Model "E" BENJAMIN is take-down; weighs about 2 pounds; barrel is 24" long. Absolutely safe and reliable, as its motive force is REAL AIR compressed to any pressure desired instead of springs or powder, always under operator's control. Fully guaranteed.

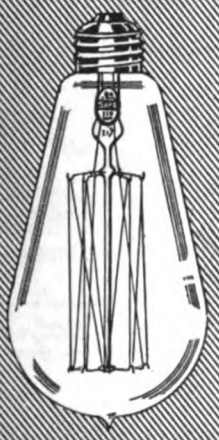
HONES

AMERICAN HONE CO.
OLEAN, N.Y.
LARGEST LINE OF RAZOR HONES IN THE WORLD

GENUINE
Hildebrandt Spinners
Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.

"CRITCHLEY-SIX"
Expanding Adjustable Reamer. Genuine original six or five blades are made only by
CHADWICK & TREFETHEN
Portsmouth, N. H.
Represented by Caldwell Sales Co., San Francisco, Calif.

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SAVE

WHEN YOU BUY THEM

YOU WILL WANT THEM AT SOME TIME

ORDER NOW!



For Prompt Attention Communicate with the Nearest

HOUSE OF SERVICE

*E. F. REINHARDT & COMPANY
13 South 4th St., St. Louis, Mo.

*MINNEAPOLIS ELECTRIC LAMP COMPANY
706 1st Ave. N., Minneapolis, Minn.

SOUTHERN JOBBERS SUPPLY COMPANY
534 Bienville St., New Orleans, La.

SAMUEL TOOLE
336 Burgess Avenue, Indianapolis

MICHIGAN LAMP COMPANY
109 Michigan Ave. N. W.,
Grand Rapids, Mich.

W. J. KATTREIN
29 No. Pearl St., Albany, N. Y.

*MID WEST LAMP COMPANY
189 West Madison St., Chicago, Ill.

HASKELL ELECTRIC LAMP AND SUPPLY CO.
1001 Chestnut St., Philadelphia, Pa.

*J. R. O'DONNELL & COMPANY
171 2nd St., San Francisco, Cal.

W. W. BOLZ
614 Fulton Bldg., Pittsburgh, Pa.

D. A. THURSTON
117 Trowbridge Ave., Detroit, Mich.

LOUIS SHIRO
50 High St., Boston, Mass.

H. L. WILLIAMS
Augusta, Georgia

O. J. DYKEMAN
117 No. 8th St., Reading, Pa.

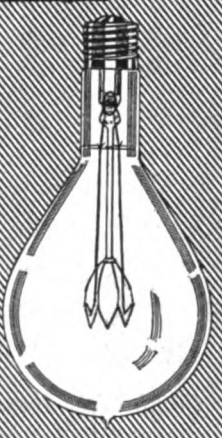
NULITE ELECTRIC COMPANY
220 West 42nd St., New York City

*Warehouse Stock.



SAVE

When You Use Them



FACTORY and MAIN OFFICE

SAVE ELECTRIC CORPORATION

220-254 36TH ST. BROOKLYN, N.Y.

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The live hardware dealer says:

"Gold Bricks Sell Easily—

"But that isn't because most people are foolish. It is because they look only at the outside of the goods they buy.

"Take this question of garden hose. If you ask a man the size of his hose he probably gives you the outside diameter.

"Of course the only garden hose measurement that is of any importance is the inside channel—the place where the water goes through.

"The logical size for this water channel is 5/8ths of an inch. This size will deliver all the water that comes through house pipes and connections with the minimum weight to handle and the minimum amount of material to pay for. I always explain this in showing my three standard brands of 5/8ths hose—BULL DOG, GOOD LUCK and MILO."

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands of Garden Hose.

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Hardware World

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Volume XVI MAY :: 1921 Number 5

PUT IT IN WRITING

Put all business agreements in writing. Many misunderstandings arise from the loose manner in which business matters are talked over. Each party naturally puts his own construction on the conversation. The matter is dismissed with the words "all right." Frequently it turns out all wrong and becomes a question for the courts to decide. Pen and ink, or typewriters, are everywhere. Use them. A large proportion of the business litigation of the country would be avoided if all agreements were put in black and white.

CROPS GROWN ON THE AMERICAN PLAN

"These eggs were laid by hens scratching for a living from daylight until dark and which were fed upon milo maize grown by labor which applied irrigation water eighteen hours a day.

"This butter was made from milk which was drawn by a milker who pulled on his boots at five o'clock in the morning to begin his labors, and who was obliged to keep on the job Sundays and holidays as well as the rest of the days of the week.

"The cotton in this bale was cultivated by a farmer's son who violated the rules of skilled craftsmanship, doing the ranch chores after his ten hours' day on the cultivator.

"The head lettuce in this crate secured its case of swell head by putting in time and a half and thereby violated the rules of the head lettuce union which only called for a one-pound head instead of a two-pounder.

"This hog is a 'rank outsider' because by working overtime he grew to 300 instead of 200 pounds, and so helped to bring about over-production of a manufactured product.

"None of the farm crops nor creatures hold union cards, and since all union rules have been violated in their production, we warn all union men that hogs, hens and bossy cows are scabs and are not to be patronized."

—Letter from the University of Arizona.

THE RETAIL MERCHANT

He's abused by the public as a profiteer, exploited by slick salesmen, preyed upon by local charities and polite hold-ups; clubbed into handling more brands of goods than he should, by the bludgeon of national advertising; menaced by catalog houses and chain stores; annoyed by canvassers and peddlers selling inferior goods at robbers' prices, from house to house—

Yet it is the retail merchant who makes our towns and cities. There are no railroad stations where there are no stores. It is the retail merchant who makes factories and jobbing houses possible. He it is who pays the taxes that support the schools and churches. He makes the local newspapers. He is the core of the community.

The Body of Distribution

Here is the way one man puts it:
The manufacturer is the Body.
The jobber is the Arms.
The retailer is the Hands.
The clerks are the Nimble Fingers.

Think of a man with no hands—and you have the manufacturer and jobber—helpless.

Think of a man with hands, but no thumbs and fingers—and you have the store without salesmen.

COURAGE IN BUSINESS

Of what great importance is courage on a business career!

Too often the only difference between the abject failure and the great success may be summed up in this one word.

Good ideas are frequent. Splendid plans for organization or improvement exist in nearly every human mind. But because of lack of courage, many fail to work out the good idea or to carry their excellent plans to successful conclusion.

How are they to know the soundness of their judgment or the power of their ability without trial?

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The Retailer and His Critics

In these days of rapid changes and re-examination of fundamentals in all things, from our religion and politics to our purchases, it has seemed to me that a discussion of the place of the individually owned store in a community might be in order.

Is there a place for it? Is it a necessity, or something to be done away with? Would the community be better off without it? Does the service it gives justify its existence? Does the nickel net profit the successful merchant retains, after paying for his goods and necessary expense, out of the dollar you give him—does that five cent piece represent value received in service and benefit to the community, or has he "robbed" somebody of it?

Will the half dozen or dozen stores of the country village eventually have to rearrange their affairs, condense or consolidate to exist?

It is a curious fact that the less one knows about a subject the better able one is to criticise; and if it is a business, to condemn those in it.

For instance, having farmed, ranched, milled and bought grain and sold many kinds of merchandise, I realize what people engaged in those pursuits are up against and am rather chary in criticising those engaged in these occupations. But, having never taught school, nor studied medicine, nor bought hogs, I can lambast the school teacher, the doctor and the stock shipper to perfection, and tell 'em just how they ought to discharge their duties.

The chap who never pulled a cow's teat, nor lost a grain crop, nor taught a calf table manners on a cold and frosty morning—this is the fellow who can tell the farmer, old and experienced though he may be, all about it. This is the chap who knows that wheat, hogs and butter are all very much too high, and if the farmer would farm as he ought and never have crop failures, the 3-cent flour he uses each day would be much cheaper. He makes these remarks as he lights his fourth of fifth ten-center for the day.

Just as truly, the severest critics of the retail dealer are those who have never tried the game, or who perhaps have an axe of their own to grind.

There is a certain type of farm journal editor who depends on mail order and questionable patent medicine advertising for his profits (which, by the way, are large). There is the doctrinaire college professor, whose wife demands immediate deliveries of her groceries several times each day. There is Mr. Farm-the-Farmer, and Mr. Hunt-for-Easy-Job, each of whom likes little work and large pay. There is Mr. Slowpay, who gets sore when, after months of waiting, the dealer asks for his money.

Then, there is the honest critic who does not realize that the dealer is, quite likely, like the farmer, blacksmith, banker, preacher, and all the rest of us human beings—just doing the best he can.

J. A. McQuire, one of the HARDWARE WORLD's enterprising Nebraska subscribers, believes retail merchants could benefit themselves, as well as their community by taking their customers into their confidence. Retail merchants are often unjustly held up by politicians, would-be office holders and people of Red or Communist tendencies, as profiteers, and if the merchants make no response or defense it is generally taken for granted that they are guilty.

Mr. McGuire has the right idea. We are giving our readers the benefit of Mr. McGuire's methods of advertising in his community, methods which merchants might find to their advantage to follow.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 1302 Young St., Dallas, Texas
388 Taylor St., Portland, Ore. | 424 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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PROPERTY OWNERS NOT ANARCHISTS OR REDS

A. B. Farquhar, a Pennsylvania manufacturer, in telling of his experiences in System, says:

The best antidote for acute economic insanity is ownership of property. Otto Steininger was one of my first workers and was what was rare in those times—a rip-roaring anarchist.

He insisted that all wealth came from the workers, and therefore should go back to the workers. He was particularly bitter against his landlord and hardly a week went by that he did not announce that he had definitely decided that he would like to shoot the landlord the next time he came around for the rent. Finally I asked him jokingly after one of these outbursts:

"Why don't you buy your own house instead of shooting your landlord? Then you would not have to pay any rent. If you do shoot him you may get into trouble."

He did not think much of the idea, but in a day or two he asked me how he could buy the house. I answered:

"That house can be bought for $800. You are getting good wages. I will buy that house for you, take $4 a week out of your wages, and in less than four years you will have it paid for."

He went off again. The next time he came back it was with his wife. He said:

"We are going to buy that house, but since we have no children you can just as well take $10 instead of $4 a week out of my pay envelope in payment of it."

How the Antidote for Economic Insanity Works

I bought the house and then Otto's chief concern was to get it paid for, which he did in a little more than a year. There was another house next door to him. In a short while after he had paid for his first house, he sidled up to me and said:

"I can buy that house next door for $1000. Now that we have no rent to pay we are going along good. What would you think about me buying that?"

He bought that house and joined the hated landlord class. Some years later when it was reported that a band of strikers were advancing on York to shut all the factories, Otto rushed into my office at the head of an excited group of men yelling:

"Get us a lot of shotguns and we'll keep those fellows out of here. Those damned fools expect a man to work and save and then walk in here and take what he has got without paying for it."

And that, I think, is always the evolution of the radical.

Mr. Merchant, you are doing a good service to yourself and your community by encouraging home owners.

WORK FOR REPEAL OF SPORTING GOODS TAX

Every hardware dealer who handles sporting goods of any description should be vitally interested in the campaign which has been instituted by the National Association of Athletic Goods Manufacturers of the United States to have the 10 per cent war tax on sporting equipment repealed.

The sporting goods industry suffered in 1920 because of the war tax and if the tax is continued through 1921 there will be a further decline in the sale of sporting goods. When goods do not turn over as they should the retailer becomes interested. Every dealer should write a letter to the congressman representing his district and to the senators representing his state at the national capitol, asking their aid.

Get your friends to follow the example you have set; get the athletic clubs of the city to write letters; get the members of the rifle club; the gun club; the anglers, golf and all other clubs, and last but not least the "kids." They are all affected by the war tax—the "kids" more so than others.

It is a fact that 70 per cent of the athletic equipment sold in the United States is purchased by boys and girls under the age of 18 years. It is the kids that got "stung" when congress passed this law. They thought they were hitting professional baseball clubs the hardest. These clubs were not affected to any extent. They have money with which to purchase goods, no matter what the cost. The kids haven't. When the five cent ball went to ten, and then to 15 cents, Young America had to pass up baseball. The older boys had to pass up other sports because they could not meet the added charges. The younger generation should be given a chance to play. No one should be taxed for engaging in healthful, athletic exercise.

You certainly can show your congressman and senators the injustice of such a tax and that it serves no good purpose now.

If the tax is repealed those interested in sports will be able to purchase equipment a great deal cheaper than they are now purchasing it. If the tax is repealed nearly all sporting equipment will revert back to pre-war prices, or mighty close to the old figures.

Fishing rods and reels, rods and containers, ice and roller skates, shotguns, rifles, shot shells, clay targets, hunting coats and everything that a sportsman uses, are among the hundreds of things taxed.

We should make every effort to get the country back to normal conditions and the repeal of this far-fetched tax will be one of the ways to do it and at the same time make for sale of more sporting goods.

The faultfinder is rarely a pathfinder.

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The Wise Salesman and His Two Angels

AND in those days, behold, there came through the gates of the city a Salesman from afar off. And it came to pass that as the days went by he sold large Scads of Stuff. They that were grouches smiled on him and gave him the Glad Hand. The Tight Wads opened their purses to him.

And there were Buyers who could squeeze a penny until the blood flowed from Caesar's nose. And, behold, even they took the Stranger to the Great Inn and filled him with much Fine Eats.

And those of the City that were Order Takers and they that spent their days adding to the Alibi Sheet were astonished. They said one to the other, "Wattell? How does he get away with it?" But they wot not.

It came to pass that many of them gathered together in the back room of the Inn. And a soothsayer came among them. And he was one Wise Guy.

And they spoke and said to him:

"Tell us, oh Soothsayer, how is it? This man hath come among us from afar off. He goeth about in a Flivver from the early morn even until night gathering Large Bunches of Goodly Orders, while we who are of the city, behold our Order Books are blank and we fear to report to the Sales Manager, lest he smite us hip and thigh."

The Soothsayer said:

"He of whom you speak, verily, is one Hustler. He ariseth early in the morn and goeth forth full of pep. He belly-acheth not, neither doth he knock. He is arrayed in purple and fine linen, while you go forth with faces unshaven and holes in your socks.

"While you gather here and say one to the other, 'Verily, it is a helluva day to work,' he is already abroad. And when the eleventh hour cometh, he needeth no Alibi. The poolroom attracteth him not and the Movies he passeth by with a look of Cold Scorn on his Snoot.

"He smileth alike on the just and the unjust; he sayeth not to the Big Boss, 'Behold, they that are in this town are a bunch of Boneheads,' neither doth he say, 'Verily, everywhere I have called were they out,' nor doth he report that 'They are all stocked up,' and then tie himself to a poker game.

"He knoweth his line, and they that would stave him off, they give him orders. Men say unto him, 'Nay, Nay,' when he cometh in, yet when he goeth forth he hath their names on the line that is dotted.

"He hath taken with him two angels, Aspiration and Perspiration. He knoweth whereof he speaketh and he worketh to beat the band.

"Verily, I say to you, 'Go thou and do likewise'."

But they answered and said, "Old Stuff, Old Stuff. We have heard all that bunk."

And they would not. But called for a new Deck.

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Cost and Selling Price on Each Sales Ticket

Big Advantage to Each Merchant to Follow This Plan Inspires and Brings Out the Best in Your Salesmen

Editor HARDWARE WORLD:

The mercantile business is getting down to brass tacks and we must adopt the latest and best business methods if we are to succeed and the mere fact that we have succeeded in the past is no sign that we will continue to succeed unless we keep pace with the times.

One of the best methods to adopt is the cost and selling price of every article sold. This is easy when you once get accustomed to it, and it doesn't matter whether you have one or one hundred clerks. Each salesman places the selling price and cost of each item on his sales ticket. If he is not certain as to the cost of any article sold, he can hunt it up later. He need not lose any business by hunting it up right then, but if you adopt this plan your clerks will be more particular in marking the cost on each item before placing it in stock, and besides your men will soon become familiar with the cost of nearly everything in the store.

When the day's business is over, each man assembles his sales tickets and if he has failed to place the cost on any item, he looks it up then he foots up his sales and deducts the cost, and the difference is the profits he has made, and then he finds the percentage he has made on the total sales. The bookkeeper assembles all the totals and when he is through with it you can tell how much each man has sold and how much he has made.

If A sold $500 and made $100, his profit, of course, would be 20 per cent of the sales. If B sold $500 and his profit was 150, he made 30 per cent. You at once start an investigation to see why A's per cent was only 20, while B made 30, and when you investigate it you may find it all right. A sold a line of goods he could not make more than 20 per cent on. In this way, you soon find out who's who.

Big Help for Each Man to Know What He Can Do

One man may run up in volume and down in profit; another low in volume and up on profits. You want to investigate both, the low volume man may be getting too much profit, which is sometimes possible and always dangerous.

Through this system you can measure the worth of your clerks. Of course you must make the proper deductions. They have other duties to perform aside from selling and you make the allowance for this; but the old way, of all the clerks selling goods and footing up the total sales at night, not knowing how much any one salesman sold, is a failure, and then again knowing how much each man sold and not knowing how much he made, which is the most important part of it all, is almost as bad a failure.

Enables Merchant to Know Daily

If you know approximately how much you make and how much your expenses are each day, you don't have to wait until you take stock at the end of the year before you know whether you are making or losing, and besides you know each day about how much you have made or lost.

If you have lost you try to overcome that loss next day. Mine comes to me at the end of each month in a tabulated form, showing how much each man has sold and the profits he made, the amount of expense, including one twelfth of our annual taxes, insurance, depreciation, and all other expenses that are not paid monthly. In this way I can tell what we are doing each month. That is as often as I care to see it.

If I find a salesman out of proportion, I undertake to get him right. If we haven't made any money, I find out why. Sometimes our overhead is running away with the profits. If we cannot reduce the overhead we must increase the sales volume or the percentage of profits. If we can't do either, we add new lines which can be handled without increasing our overhead expenses.

HAMP WILLIAMS.

BUSINESS

"American business is not a selfish, privilege-seeking monster. The agitator who so describes it and the statesman who treats it with abuse and suspicion, forget that American business is the daily labor of the whole people and the clothes upon their backs and three meals a day. More vital to the wage earners, who are ten to one greater in number than business executives, is the continued prosperity of America. Business in America is not big business, it is little businesses—all the units of production, even the single machine in the shop and the farm and the home. American business is a vast fabric woven through the up-going years by the daily tasks of a faithful, virtuous people."

—Warren G. Harding.

If you're doing your best you are a success. But are you absolutely certain you are doing your best? Think it over very carefully.

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WHY SHOULD YOU WORK?

That civilization was won and is maintained by hard work seems to have been forgotten by many people. Plenty of nations and races are getting along with a minimum of effort, but they are not the ones that count in the world.

Mental and physical labor is absolutely necessary, not only to advance us in the struggle for betterment, but even to keep us from slipping back, says E. H. Fish, who writes under the pen name of "Entropy," asks the question, "Why work?"

His answer is that it is the worker who succeeds, individually as well as collectively. Of two men, one of whom works a little more than he is required to do and the other a little less, or even just as much, it is the former who holds his job, who saves money, builds up a home —lives a real continuous life instead of one in scraps.

The community rewards, and always will reward, the producer, be his product objects or ideas. Its non-workers it may tolerate for a while, but they are no part of its permanent machinery.

In these piping times of peace, when everyone is thinking of everything except his duty, and when foremen dare not fire a workman for fear of starting a strike that will cost a great sum of money, the question is in many men's minds, "Why work?"

Many are answering the question by not working any more than they can help, with the result that time hangs heavy on their hands, the eight-hour day seems longer than the ten-hour day ever did, and the cost of living mounts faster and faster.

"But what are the incentives to work hard? Individual effort brings neither additional money nor thanks, but only the disfavor of other workmen.

The only man who works in the real sense of the word today is the far-sighted chap who can imagine the time when he wants a job and when a lot of other people want the same job. He is the man who understands that at present we are only kept in a stable position by spinning around like a top, and that when we begin to whirl only ever so little more slowly we are bound to tumble.

When the crash comes, and shops have to let men go, they always retain what they call their "organization," if it is a possible thing. By this they mean that essential minimum of men who are profitable and whose morale, instilled into the green men whom they will pick up when the tide turns, will build a harmonious force. This does not necessarily mean that they keep their most capable men, but the most dependable ones.

Just how good an investment it is for a man to do twice the work now that is necessary to hold the job? asks Mr. Fish. No one knows precisely, but for a long time we have run on cycles of about ten or twelve years of which less than half have been spent in real prosperity and nearly all the rest of the time spent in climbing painfully out of the slough into which we have been precipitated almost overnight. He goes on:

The fair-weather man has had good wages less than half of the time since the Civil War, and has had starvation wages the rest of it. He has had practically half wages for the past fifty years. The man who has stuck to the ship through thick and thin has had just as good wages during good times, and in proportion to the cost of living he has had more than good wages the rest of the time. He is at least twice as well off.

BUFFUM IS RIGHT

President Buffum of the Buffum Tool Co. says:

"There's no hard times coming;
"It's just the soft times going.
"Get ready!"

A SOLUTION

(A. C. Almy)

An honest day's work, and an honest day's pay.
No one can dispute but what this is the way.

Helping to build up that torn down by war's creed.
Oh, men of today, shrink ye not from the deeds
Now calling so loud to America's true sons.
Enough help we furnished, war's vict'ry was won.
So "gird on your armor," and mind what we say,
To give honest day's work—give honest day's pay.

Do unto others as ye would be done by
And remember this rule must always apply.
You can't expect justice if you're a bit lax,
So remember our precepts, stick to their facts.

We're all deeply anxious for America's life,
On each one must fall hard work in this strife.
Remember the adage, "United we stand,"
Knock aside this rule, 'twill be woe to our land.

Aliens who may come to our land of the free,
Not all are enlightened just as they should be;
Do your share helping them, 'twill help them to see

America welcomes them, but impress on their minds
Not to harbor ideas that clash with our kind.

Help from congress must come, or free-trade will soon
Overthrow industries protection has won.
Now is the time we must all pull together,
Employer, employes, if crisis we'd weather.
So we implore you both, let heart and soul say
That "I'll give honest work—I'll give honest pay."

Don't you think major portion of men today,
Are willing to meet brothers more than half way?
Ye men of today, aren't you willing to try
Selfish greed to o'erthrow—Each Guy trust each Guy?

Perhaps that slang phrase your weak nerves may upset.
All right, here's one more, to "get in out o' the wet."
You all must resolve as you start out each day,
You'll give honest day's work—give honest day's pay.

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Figuring for Success

MANY people think that figures and statistics are dry as dust. But figures and statistics are always ready to lift a warning hand to tell us whether we are going the right or the wrong way if we will only let them. It doesn't take a great deal of time or concentration to nail the figures relative to our own business, but mighty few of us do it and with anything like the thoroughness or the persistence which we ought.

There are in the United States 1,192,029 merchants and executives. Assisting these people—that is, aiding them—are 1,603,888 clerks and employes.

Annually there are approximately 15,000 failures and 85 per cent of these failures, or 12,250, do not advertise.

Ten years ago all the mail order houses together did less than 4 per cent of the retail business in the United States; now they are doing 10 per cent of it—that is, they have rolled up the magnificent total of $1,500,000,000 anually—and they have done it by advertising. They get this business from city and country, from town and cross-roads.

Their average expenditures for the advertising done to get this big business is 4 per cent. You pay your share of it and I pay mine. There are no less than 200 chain store systems in the country, operating 25,000 retail stores. The secret of their success is advertising, quick turnover and careful business methods. Their advertising averages to cost 2 per cent.

Do you realize that the mail order houses, the department and chain stores are the heaviest advertisers in the country and while they only represent 3 per cent of the actual business enterprises yet they do 25 per cent of the total volume of business.

The secret is advertising.

One man determined to build up his own business on the same lines, and this is how he did it:

First, he made up his mind that he would keep constantly posted on the actual facts and figures of his business. To this end he hired a competent bookkeeper.

Second, before twelve o'clock each day he required the following figures to be in his hands and he was exacting as to their accuracy:

1. Value of sales stock on hand.
2. Total cash sales of previous day.
3. Total charge sales of previous day.
4. Money received on accounts previous day.
5. Total amount of outstanding accounts.
6. Total selling price of goods disposed of the preceding day.
7. Total cost price of goods disposed of the preceding day.
8. Gross profits of preceding day.
9. Net profits of preceding day, figured on honest allowance for overhead expenses.
10. Sales record of each department.
11. Sales record of each clerk.
12. Amount of merchandise returned.
13. Total amount of adjustments.
14. Total amount of orders given.
15. Invoice price of new goods received.
16. Total expenses of the day, including proportionate share of such budgets as advertising, interest and replacement funds.
17. Total of discounts taken.
18. Amount of money deposited.
19. Cash in bank.
20. Obligations to be taken care of this day and following day.
21. Amount of accounts more than thirty days old.
22. Amount of insurance carried. When this expires.
23. Brief statement as to records upon which readjustments of insurance losses would be made.

Now, it will be seen that many of these facts can be compiled very quickly if the figures of the day before were accurate and our business friend can retire to his office and in a few minutes know exactly where he stands. Once a week he calls for a report from each department head as to condition of stock. He wants to know whether there is too much or too little stock of any one class, facts concerning slow sellers, dead lines, or anything significant concerning buying or selling.

Now with all these figures correctly in hand he would get nowhere if he simply digested them for his own satisfaction, but he not only digests them but uses them for his guidance in conducting his business and in directing his advertising. In this way slow sellers are speeded up and business is kept moving.

Our friend figures that what can be done successfully by chain stores with salaried managers, by department stores with a variety of interests, and by mail order houses through advertising, he who is on the job personally, in charge of a business of modest size, ought and should be able to do with much greater efficiency for himself. Moreover, he is doing it. His bank balance proves it.

What about you?

WASTE REACTS ON THE WORKER

Labor does not always get its just reward because capital does not get the full benefit of the power of the worker. There is too much waste.

To prosper, prepare. That usually costs sweat.

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Memorable Verses

MEMORIAL DAY, which occurs the latter part of this month, grows in importance and meaning to every true American. It is well that busy men pause and give thought to its true and full significance.

We should not be so absorbed in getting back to "normalcy" or so occupied with our interests and affairs, as to lose sight of what this day, sacred to the memory of those who have made the supreme sacrifice in order that our republic and its institutions should be preserved, signifies.

It is well known that in every section of our country there are those who seek by insidious, subtle propaganda, under the guise of "free speech" and a "free press," to destroy those things for which America has always stood, to overthrow the constitution established by the founders of our republic, and to set up in its stead what is variously termed a democracy, or a soviet republic.

It behooves every American to be on guard lest he be misled. Throughout the entire length and breadth of our land, more than 100,000 homes have been made desolate in the last few years by the death of those who volunteered for their country's defence in one of the most critical periods of the world's history.

Recently there was published by the Four Seas Co., Boston, a book of extraordinary verse, under the title of Spindrift. The author, John S. McLane, Jr., a remarkable youth of about twenty, had drunk sorrow to the dregs. A very close friend of his, Chas. MacVeagh, Jr., lost his life in a New Hampshire snow storm, on the summit of Mt. Monadnock. He was likewise a brilliant and scholarly young man, the "soul of tenderness and humor, forceful in thought, of spiritual yet practical endeavor," and in these verses young McLane pours forth his grief.

Commenting upon these verses, Prof. Chas. Mills Gayley, a recognized authority, says:

"These little elegies are the apotheosis of grief tempered by tranquil consideration of the mutability of life, the immutability of Something divined that not only justifies the contradictions of earthly existence, but sanctions the age old yearning for continuing personality and renewed communion of souls beyond the grave.

"This young poet produces elegy, spontaneous, impassioned, heart broken, but heart comforting."

We know that among the HARDWARE WORLD's family of its thousands of readers scattered throughout the land are many who will treasure these verses as an expression of their own thought and feeling.

Oh no more dead than the unsleeping stars,
The music of your lips shall sing for ever,
Beauty exalted, and your love wane never,
Though year by year the lustre of the moon
Wither, and Spring go from us all too soon;
Yet shall Time's fingers twist Love's binding bars
Closer about our hearts, for your mute breath
Has stirred to song the silences of Death.
You were the moon of all our devious ways:

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Yours was the faith of flowers; yours the pride
Of Beauty's final laughter—now the days,
Hallowed by your pervading light, sweep by,
Till Death, grown golden since the hour you died,
Calls us to you ... it will be good to die.

It will be good to die since you have died:
It will be good to go the way you trod
Wide-eyed, undreaming, like some lovely god
Flushed with the dawn of an unearthly pride.
It will be good to try the ways you tried,
And venture unafraid into the dark
That lies beyond the furthest planet's spark—
It will be good to die since you have died.
And yet you have not left us; you are here
In the unfolding leaves that tell of Spring,
And in the throats of birds whose voices sing
Your beauty's resurrection . . . you are near
When day is ended—we, remembering,
Shall never lose you, lonely year by year.
We who have looked on Death and found him fair—
We who have read his poem in your face
And seen his quiet fingers pause to trace
Their dusky legend, and to linger there
On lips that have forgotten song and prayer
And the swift light of laughter, and the grace
Of Love that no long shadow can deface—
Of your dear presence we are more aware.
To live is to remember, and to die
Ultimate recollection—we through you
Have touched on things eternal, and the sky
That in your new nativity is blue
With unprevisioned radiance shall keep
The sanctity of your untroubled sleep.

Faltering words that cannot tell my love—
Faltering songs that cannot sing your praise—
The searching loneliness of twilit days
My heart's dumb, stumbling impotence shall prove.
Always your light is with me, near or far,
Eventual love, a light that stoops to bless
One who but feels his kinship with a star
—A love transcending love—a loneliness.
But you and I and these you love are sure
That all is well with you . . . and yet we feel
A strange futility has set its seal
Upon our hearts, knowing we must endure
Silence—God is so silent in His pride—
It will be good to die since you have died.

To dare, whether for failure or achievement,
And break man's circle of compelling doom,
Facing the joy of life and life's bereavement
With certain fortitude—nor chasmed gloom
Nor alien sunrise fearing—swift to render
Measure for measure, with unswerving trust
In Truth to whom alone you made surrender
Of all you loved in this fleet dream of dust:
Always was this your single proud endeavor—
Always your ardor and untiring quest:
To sift the Truth from life, obeying ever
The searching kindness of your heart's behest;
From your dear ashes now no hand can sever
The love that broods above your final rest.

Quiet with your passing on the mountainside
With only love and the enduring dark
About you, and the snow that left no mark
Of your departure where you turned aside
And strode with confidence of youth's clean pride
Into Death's shadows—did you toss your head
And laugh imperiously, and make the dead
Suddenly glad to know that you had died?
Quiet your passing in the hush of hills
And hallowed by the whispering fall of snow—
Swift as the April wind whose daffodils
Gladden Earth's rain-filled pools before they go
Again into her dark ancestral womb—
So swift your passing was from tomb to tomb.

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Summer Sporting Goods Sales

Dealers Who Render Service and Have the Stock Will Cash in on This Seasonable and Profitable Line

TO most boys and men of all ages, summer spells outdoor sports. Baseball, fishing, camping and vacationing fill the long felt "dull period" of the winter months. And this outdoor spirit is found in all healthy Americans. They swarm to the baseball parks and are content to roast in the bleachers as long as they can root for the home team.

The tired and over-worked business man hastens home, produces a spade and an empty tin can and seeks then some favorite spot where he knows fat worms are to be found.

Fishing tackle is next brought out and the enthusiastic fisherman hurries to the hardware store for additional equipment, and the chances are ten to one he will see something "new" that takes his fancy. This means an additional sale to the store that receives his trade.

On every corner lot youngsters are playing one o' cat or choosing up sides to battle for the neighborhood championship. But youthful zeal often results in worn-out equipment and a generous supply of broken baseball bats. There is a resounding crack and the batsman drops his stick amid shouts of disappointment from his companions.

"Pinky busted another bat!" is a cry. "That breaks up the game."

"No it don't," defends another chap. "What do you say, fellows, let's chip in for a new one?"

"Sure! We can skip over to Blank's hardware store. They got a peachy line of baseball goods. And you oughta see their bats, too."

With a whoop they proceed to Blank's store and each eye glistens with a hungry expression



No man, or woman either, for that matter, who loves the great outdoors, to whom the Spring and Summer time makes a forcible call, will fail to respond to such an appealing sales window.

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of desire. After much debating and with the help of the store salesman, they finally select a bat and depart with speculations on future purchases of new gloves or a catcher's mitt. Thus baseball goods has proved itself a powerful magnet which draws trade to any hardware store.

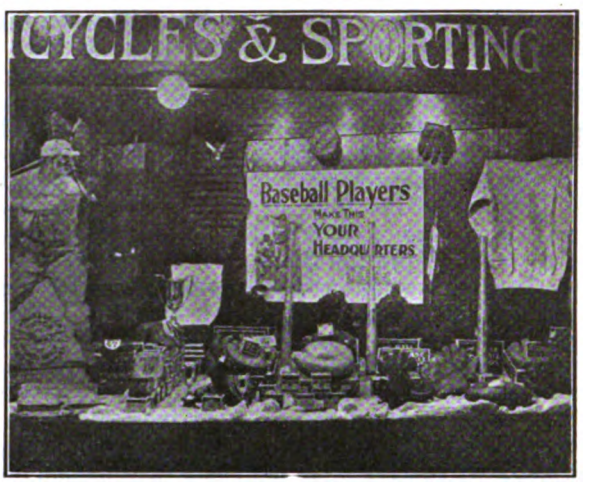
Sporting Goods Buyer a Type to Be Desired

He enters the store with a smile, and he is in a receptive mood. He is seeking something for his pleasure and price is put into the background. There is an unsatisfied desire for something "new." Show him a new folding bucket, an improved camp stool or a different pattern fish book, and his interest ripens into a purchase.

But the hardware dealer with an ambition to make the most of this summer trade should spend some time and effort pushing this profitable line. There is always a certain amount of trade, but the merchant who goes after the business properly will realize greater profits in his cash register.

Window Displays Need Good Share of Attention

For months sportsmen have been reading and studying various catalogues. Magazines are filled with enticing advertisements to appeal to the individual reader Thus the fisherman decides which bait, what flies or the type of rod he shall use, and when he spies an attractive window display in Blank's store, an irresistible pulling power draws the prospective buyer into the store.



Perhaps this buyer planned to send away for his wants. But after he has entered the store and an enthusiastic salesman slips a good casting rod into his hand, the prospect forgets about the mail order shipment. As soon as he sees that you have the stock and are willing to render the proper service he will be ready to swap his money for your goods.

See That Your Windows Earn Their Rent

Windows must be put to work with telling effect. And sporting goods offer some of the most attractive display possibilities of any line in a hardware store. A carpet of soft green



Make the most now of your display of baseball, tennis, golf and other outdoor sporting goods.

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moss may be used on which are scattered tennis balls, rackets, croquet sets, etc.

In one corner may be placed a vacation camp scene with a realistic campfire beneath a camp grill. The fire is easily made by using red electric light bulbs, with a camouflage of twigs or sticks. The electric bulb should be raised slightly from the floor of the window to allow an air passage; otherwise the heat from the light may scorch the finish of the window floor.

In such a window is seen a grill with frying pan and coffee pot sitting over the fire. Close at hand are spread sundry camp necessities of suffiicent number and variety to attract or appeal to every observer passing by.

Salesman Who Knows Most Valuable

There should be a salesman in charge who knows his stock and at the same time he should be a sport enthusiast. Have you ever watched such a salesman selling a baseball bat to a group of boys? He talks in the vernacular peculiar to the game; he grasps a bat and stands in a characteristic pose and pretends that he is waiting for a fast one to come across the plate. This enthusiasm is invariably transmitted to the customer and the youthful buyer must have that particular bat.

While enthusiasm is a potent factor in the sale of any line of merchandise, it is especially useful in selling sporting goods. A sportsman prefers to deal with an appreciative salesman. There is a bond of understanding that springs up between buyer and seller which can be used as an aid to increase sales.

"Here is the kind of rod I use," or "this is a dandy assortment of flies for this time of the year"—such remarks from a man who knows his line will carry more weight than the words of one who is not familiar with the goods he is attemping to sell.

The sporting goods buyer does not require a great deal of encouragement; show the proper spirit and he will meet you more than half way. And he will not hesitate to buy what he wants, provided he can get it.

There is no limit for the dealer. With a complete stock, a busy window trimmer and good live advertising copy, any merchant can easily obtain gratifying results by expending a little effort along the right lines. But there are three factors one must never lose sight of: Good window displays to attract the trade, a full stock to meet the demands of customers, and enthusiastic salesmen to convert this stock into cash for the money-drawer.

Remember, in speaking of your home town, that it is the best little city in the state. Others will never place a higher value upon your city or property than you claim for it.

The man who becomes puffed up is ready to fall down.

"WHO PAYS FOR THE ADVERTISING?" NOBODY—IT PAYS FOR ITSELF

Here we condense some very interesting facts concerning advertising expenditures expressed as a percentage of sales.

Arrow Collars, 3.5; Cadillac Automobiles, 1; Cloth-craft Clothes, 1.5; Colgate's Preparations, 2; Fatima Cigarettes, 5; Ivory Soap, 3; Kodaks, 3; Old Dutch Cleanser, 10; Packard Automobiles, 1.1; Phonographs, 5; Sears, Roebuck & Co., 10; Velvet Tobacco, 6; Welch's Grape Juice, 10; Wrigley's, 14; Campbell's Soups, 2.4; Campbell's Beans, 2.3.

The old, time worn conundrum, "Who pays for the advertising?" is still propounded by some occasional moss covered or mildewed mind. All sanitary dust proof mentalities have long since stopped bothering.

The editor, being an advertising fan, prefers the answer of the enthusiastic ad salesman: "Nobody pays for it."

Nobody pays for the labor saving machine that reduces factory overhead and assists in production—it pays for itself.

Nobody pays for the motor truck installation that decreases delivery charges by increased efficiency—it pays for itself.

Nobody pays for the advertising that cuts down selling costs and puts business on a quantity basis—it pays for itself.

HOW STORES APPORTION RENT AND ADVERTISING

For the average store, rent equals 2½ per cent on sales and advertising expenses about 2 per cent, according to facts gathered by an association in New York.

The ratio percentage of rent and advertising to sales showed that there is little difference in what large retail stores in the principal cities of the country pay out as rentals. The concerns that furnish the figures are capitalized at $500,000 or more and have anual sales exceeding $1,500,000.

One store in Washington pays but 1.31 per cent, although another in the same city is paying 3 per cent on sales.

Percentages Vary

Tacoma has a store paying only 1.77 per cent and another whose rental amounts to 3 per cent of the sales. Minneapolis furnishes an instance where it costs one establishment but 1.5 per cent of sales and another 4 per cent. The highest amount paid out in rent percentage given is 5 per cent, paid by one store in San Francisco and another in Los Angeles.

A store in Buffalo, however, pays the least in both rent and advertising, the former being .88 per cent and the latter 1.08 per cent. The highest percentage on sales paid out for advertising is the case of a Toledo store.

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INFORM CONSUMER OF CONDITIONS

"Tell the consumer, the general public everywhere, Why Conditions Are What They Are," says M. M. Murray of the Erb Hardware Co., and he speaks wisely. He suggests that manufacturers, distributors and retail merchants combine in a great campaign of education to take the public into their confidence. Tell them just what conditions are, and why it is that there are so many irregularities in the situation—why retail prices do not decline immediately when the prices of raw material go down—why the farmer cannot build a house as cheap as he has to sell his wheat.

In these times when everyone everywhere is thinking economically, in terms of his living cost, when there are fluctuations in the market, a feeling of absolute confidence and trust is necessary between merchants and their customers.

Mr. Murray recommends the use of pooled advertising space with the best brains available from manufacturers, distributors and merchants contributing to the best papers and magazines to bring about this general education and enlightenment for the buying public. We agree with him.

Such a policy has been well followed and has resulted in benefiting several industries in many communities. Why not apply it to the hardware and steel business?—Ed.

Editor HARDWARE WORLD:

It seems at this time, when advertising is so prominent as the greatest means of increasing sales, putting a proposition over, etc., why not put away the idea of advertising to create sales, but use the space and the best brains of all our distributors in all the papers and magazines in all sections of the country to create the right feeling among business men and the public in general.

In other words, let us plan an educational campaign to bring out the facts concerning the merchant, the manufacturer and the wholesaler. It is pretty hard for the retailer to explain all the questions which come up to him from the customer regarding prices:

Why hides are worth about 3c a pound and leather worth $1.00.

Why wool is 8c a pound and good wool clothing impossible to buy at any price.

Why with wheat the price it is, certain lines of hardware are so high as they are.

We all must realize that the retailer is the man who must answer all these questions. He comes in contact with the public. We feel that the public is misinformed quite a great deal about prices. The people do not realize the expense of manufacturing, the part labor plays in the cost of production and the hundred things which go to make up cost, whether it be in manufacturing, wholesaling or retailing. We feel that there could be a little more enlightenment on the subject so that people would become more satisfied and would start buying, without feeling they were going to be stuck.

Most of us in business can see why conditions are what they are. We must remember there are a lot of people who do not, who just take what the radical element says and call it good. We think it is up to all our big men in business to start at the right end with an educational campaign: "Why Conditions Are What They Are." Put the public mind at ease, to gain confidence in the business interests of the country. This, in our mind, is the greatest thing needed at the present time.

ERB HARDWARE COMPANY,
Lewiston, Idaho. By M. M. Murray.

HOW "STICK-TO-ITIVENESS" WINS

Diamonds are chunks of coal that stuck to their job, says B. C. Forbes.

If it has taken millions of years to develop mankind, must we fret if it takes us a few years to rise above the rank and file of mankind?

Must we quit if we don't get there quickly?

Note this: There is not one major figure in American financial, industrial or commercial life today under forty. Not one.

And what of the past?

The original J. P. Morgan, though born rich and reared as an international banker, was sixty before he did his greatest work and nearer seventy before Wall Street, in its hour of trouble, acknowledged him as its undisputed leader.

Harriman at fifty was an obscure broker with a penchant for railroading.

Hill's hair was gray before he became Empire Builder of the Northwest.

At fifty Woodrow Wilson was a little-known college professor.

Charles M. Schwab was president of the world's first billion-dollar corporation before he was thirty-five, lost his steel throne, dropped from the limelight for a decade, but during this time he redoubled his efforts and he has done his greatest work since he crossed the half-century mark. He did not quit. He stuck.

The three bankers who were the most influential in America—James Stillman, Jacob H. Schiff and George F. Baker—averaged seventy years of age when the first two died; while the three leaders of the "younger school"—Henry P. Davison, Frank A. Vanderlip and Otto H. Kahn—have all lived half-a-hundred years or more.

There is not a leading railroad president in the whole land not old enough to be a grandfather.

Employers today shun shifters.

There is no market for rolling-stones.

Life is so specialized that jacks-of-all-trades are wanted by none.

To last, a man must stick to his last—he cannot hope to be a good shoemaker today and a capable plumber tomorrow.

The pace today calls for men of red blood, not white livers, men of grit, not grouch.

Stickers, not sticklers, are wanted.

Is it not the literal truth that America, as we know it, owed its discovery by Christopher Columbus to this very virtue of stick-to-itiveness?

Without stick-to-itiveness no man is likely to climb to the top of the ladder—and stick there.

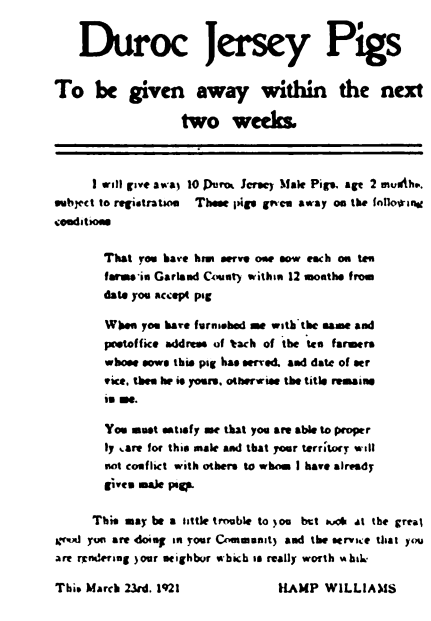
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INCREASING PROSPERITY AND HAPPINESS THROUGH PIGS

Hamp Williams, Hot Springs, Arkansas, a valued subscriber and contributor to the HARDWARE WORLD, is a man who apparently lies awake at night thinking how he can benefit his fellow man, and add to the prosperity and happiness of his community.

This isn't done for advertising purposes. Nevertheless, you can't hide your light under a bushel, and what Hamp Williams does for his community is advertising, whether he intends it that way or not. But that isn't the thought he has in mind.

His interest in the welfare of the school children of Arkansas is well known, and we have referred to it in previous issues. It simply goes to show that a successful hardware man doesn't by any means have to confine himself to the four walls of his store or warehouse.



Duroc Jersey Pigs

To be given away within the next two weeks.

I will give away 10 Duroc Jersey Male Pigs, age 2 months, subject to registration. These pigs given away on the following conditions

That you have him serve one sow each on ten farms in Garland County within 12 months from date you accept pig

When you have furnished me with the name and postoffice address of each of the ten farmers whose sows this pig has served, and date of service, then he is yours, otherwise the title remains in me.

You must satisfy me that you are able to properly care for this male and that your territory will not conflict with others to whom I have already given male pigs.

This may be a little trouble to you but look at the great good you are doing in your Community and the service that you are rendering your neighbor which is really worth while

This March 23rd, 1921 HAMP WILLIAMS

Hamp Williams knows the value of hogs in a community. He knows they are one of the most economical animals to raise, there is always a demand for hog products, and almost every farmer has the opportunity of increasing his capital in that way.

Now the Arkansas "razor back" has long been a standing joke, but Hamp Williams is doing more than his part to furnish the country with blooded livestock. Recently he gave away ten Duroc Jersey Male Pigs, absolutely free, with easy conditions that would insure an increased stock of hogs in various communities.

Mr. Williams did not tell of this, but one of our subscribers, H. W. Clifton, is the one to whom we are indebted for the information, as indicated in his letter:

Editor HARDWARE WORLD:

I am a subscriber to the HARDWARE WORLD, and read it religiously, and closely.

I herewith hand you a dodger gotten out by an old friend of yours, Hamp Williams, which only goes to show that he is always thinking of how to build up the country in which he lives and helping the other fellow.

When it is remembered that each one of these hogs is easily worth $35, an outlay of $350, it simply shows that the giver is only too glad to do something for his fellow man.

Arkansas. H. W. CLIFTON.

MORLEY BROTHERS PRICE INFORMATION SERVICE

Morley Bros. Co., Saginaw, Mich., advise us that their price information service is now available for the retail hardware dealers of Michigan, and that they have so improved their service, which consists of approximately 300 pages that they believe it is not surpassed by any similar service in the country.

The only charge they make for this service is $18.00 for a full year's service for fifty-two consecutive weeks. They state that this amount does not by any means cover this expense, but only goes part of the way to cover the postage, clerical expense and the printing of the necessary price change pages.

They also furnish the loose leaf binder complete with all the printed pages.

This service embraces dealer's cost, printed in code, or cost prices, to which only the subscribers are furnished with the keys. Suggested retail prices are printed in plain figures. They are working in connection with the Michigan Retail Hardware Association along this line.

It's a wise clerk who humors the little eccentricities of the customer. Such customers are big boosters for a store when they are once pleased.

WHEN PA IS SICK

When pa is sick,
He's scared to death,
An' ma an' us
Just hold our breath.

He crawls to bed
An' puffs and grunts,
An' does all kinds
Of crazy stunts.

He wants Doc. Brown
An' mighty quick;
For when pa's ill,
He' awful sick.

He gasps and groans
An' sort o' sighs,
He talks s' queer
An' rolls his eyes.

Ma jumps an' runs
An' all of us
An' all the house
Is in a fuss.

An' peace an' joy,
Is mighty skeerce—
When pa is sick
It's somethin' fierce.

WHEN MA IS SICK

When ma is sick
She pegs away,
She's quiet though,
Not much t' say.

She goes right on
A-doin' things,
An' sometimes laughs,
Or even sings.

She says she don't
Feel extra well,
But then it's just
A kind o' spell.

She'll be all right
Tomorrow sure.
A good old sleep
Will be the cure.

An' pa he sniffs,
An' makes a kick,
Says woman-folks
Is always sick.

An' ma she smiles
Let's on she's glad—
When ma is sick,
It ain't so bad.

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CAN YOU PREVENT EMPLOYES USING PRIVATE RECORDS OF YOUR BUSINESS?

(Copyright by Elton J. Buckley)

How much of the data, information, lists of customers' names, etc., gathered by an employe in connection with his employer's business, belongs to the employer and how much to the employe? And when an employe quits his job, and either takes another, or goes in business for himself, how much of the information, data, lists, etc., can be used in connection with the new business? This is the question raised by the following letter:

Will you kindly have your legal counsel answer through the columns of your paper the following: I have a clerk who has been with me several years in whom I placed much confidence, whom I have sent out in the surrounding towns looking up prospects. He has kept this information in note books, having never been required to turn the same in to the office, but now that he is getting through, I feel he should turn this in to me. If he refuses (as I expect he will), have I any channel through which to compel him? He also has kept many other records which do not belong to him, both of goods sold and terms on others that are out. If he refuses to turn in such reports or copies of same, what course would you suggest to pursue?

This has always been more or less of a mooted question in the courts—the ownership of ordinary business data and what is proper and legal protection for it. The courts have to steer a course between allowing an employe to undermine his former employer's business on the one hand, and granting what would practically amount to a monopoly on the other.

The law is clear and well settled as to information which amounts to trade secrets. If an employe gets to know something, by reason of his position, which amounts to a trade secret, like a secret chemical process or something like that, he cannot use it either for himself or anybody else after he leaves the employer's service. If he tries to, the court will enjoin him.

But ordinary business data is different. Let me suppose a case, which may be this correspondent's case a little expanded. The business needs outside men. A man is sent out and circulates around a certain territory. He calls on all the business people in the line in the territory, gets to know what they buy, when they buy it, the proper time to touch them up for this, that and the other thing, and so on. The usual information which every salesman requires about his trade. It is not as a rule turned in to the house, and usually cannot be, but is carried by the salesman under his hat or in his note book.

Does this belong to the employer or to the employe? The courts usually say it belongs to the employe, can legally be taken with him when he leaves, and used for himself or for another employer. Why? Because it is ordinary trade information open in a measure to anybody. Only in one case can the use of it be prevented, and that is where the employer has been shrewd enough to make a contract with the employe in the beginning binding the later not to engage in the same business for a certain time after leaving his employ. While this does not give the information to the employer, it prevents the employe from using it against him until the employer has had sufficient time to go out and get it for himself.

In other lines of business the data obtained by employes might take the form of lists of prospects—prospective buyers who would be in the market sometime. Such matter as this ought always to be turned over at once to the employer, so that if the employe left the employer would at least have an even chance. What would be done if the salesman had not turned it over, but had kept it himself? If he had been paid a salary by his employer to gather the list of prospects, I believe the court would probably compel him to turn it over, as it would be most inequitable for a salesman to take an employer's money for gathering data which he subsequently refuses to turn over. But even here the court would require the clearest possible evidence.

A favorite trick of dishonorable employes who are expecting to leave their employer's business is to secretly copy his list of customers, to which they subsequently send notices of some enterprise of their own. This is sometimes stopped by injunction, but not often, since the lists copied are simply lists of buyers who may buy again and may not. There is nothing specially advantageous about the average list of this kind, though I can conceive of a list of buyers that might be highly valuable and might be made the subject of an injunction.

An employer who is loose enough to let an employe keep records of his work to himself, almost deserves to lose them. Every employe who is engaged in gathering any kind of data which is useful in keeping the business intact, or increasing it, ought to be compelled to turn it in at once and keep it on file in his employer's office.

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BUSINESS GETTING SUGGESTIONS

BE A REGULAR HUMAN BEING IN YOUR METHODS OF SELLING

Any person who daily comes in contact with people, and whose success depends upon rendering them service in a cheerful, willing manner, has a man-size job on his hands.

You are a salesman, just as much as the man out on the road, and the same things that make him a success will gain you your reward.

Too often the store salesman is apt to look upon his work as a life of drudgery, with little or no real opportunity in it. This is simply because his heart is not in his work and he has closed his eyes to Opportunity standing right by him.

He has goods to sell and he sells them; but his sales are made in the same manner as a machine operates. If someone steps up and drops a nickel in the slot, the machine gives up 5 cents' worth of merchandise.

You Are Not a Slot Machine

Don't be a machine. The customer expects and deserves human treatment in any transaction between human beings. He deserves courtesy, willingness, cheerfulness and intelligent service, and these are the things that will bring him back to the store again and make him a steady customer.

There are big men and women selling in stores today. Some of the cleverest sales talent in the world is located behind the counter.

These people know their goods, just as the traveling man knows his. They study the people who come into the store. With them the practice of courtesy, cheerful manner and patience is a habit. And because of the knowledge gained by study, and the virtues attained by practice, they become magnetic and actually draw trade into the store.

They Are the Salesmen Who Advance

These are the people who move onward and upward, and eventually either become a big part in the business or have businesses of their own. The very fact that they are sensible enough to realize that they are holding big jobs makes them develop until they really grow into something better.

For any wide-awake person there is no better education possible to imagine than work behind the counter. It teaches knowledge of human nature, cheerfulness, patience, politeness and all the virtues necessary to success and happiness.

Yours is a big job. You can either stand still in it and be a failure—or you can get busy and become a success.

YOUR REPRESENTATIVES

The clerks in your store are your representatives. As they treat your customers, so will the latter consider that you have treated them. It pays, therefore, to kindly but carefully instruct your force and see that they do things the way they ought to be done.

CATECHISM FOR SALESMEN

Q. Am I working for the best house in its line?

A. Yes.

Q. Are the goods I am selling always on the square and up to the standard?

A. They are. And if they were not, I wouldn't be selling them.

Q. Is the policy of my house built upon the "square deal" policy for everybody?

A. You bet it is.

Q. Am I doing everything I can to give everybody a "square deal"—my customers, my house and myself, by supporting this policy?

A. Yes, siree! Every minute of every working hour of every day in the year!

Q. Do I owe my best efforts to my employer?

A. You bet! I'm getting and holding every bit of my trade by service—and my employer is my best customer.

Q. Is salesmanship a big, honorable profession?

A. It's one of the grandest callings in the world. It's a real man's job, and only a real man can succeed in it.

Q. Am I going to succeed?

A. Say, bo, you just watch me!

ARISE AND SHINE!

O do not be a foolish gink and sit and fret and worry. Don't fuss and fume till you can't think, and say your biz is on the blink. Arise! Get busy! Hurry! For there is just one thing to do, when you see trouble brewing: Forget all thoughts of blueish hue and work like heck the whole day through. Don't waste a minute stewing! The cure is sure. If you are wise you'll keep forever jumping. The fighter always cops the prize! The fellow gains who does or dies! You'll win if you keep humping.

Life is but a long vacation
To the man who loves his work;
Life's an everlasting effort
To shun duty, to the shirk.

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YOUR CUSTOMERS PAY YOUR SALARY

You who are selling, day after day, direct to the public—do you really know who your employer is?

You think that you're working for the people who own the store you're selling in.

But you're not!

Your real employer is the customer who daily enters the store, comes up to your counter and buys the goods you have to sell.

Yes, and your boss is working for the customer, too, just as much as you are.

In fact, everybody in the store—boss, superintendents, managers, clerks, cashiers and wrappers — are all working together — in the service of the customer.

It is the customer that pays your salary each week. He also pays your boss his profits.

Remember this—your advancement depends entirely upon how well you serve and please your employer—the customer.

Think of this when serving the next customer who comes in. The better pleased each customer is, the better it's going to be for both you and the store.

Customer dissatisfaction may not cause you to lose your job; but it is very likely to cause your store to lose a customer.

Anything that hurts the store hurts you!

WHY THEY LOST MY TRADE

A firm in a northern city found they were losing ground and they decided to employ an investigator to determine the cause. This investigator was furnished with the names of 200 former customers. He made his investigation without giving his reasons for doing so, and the following chart is based upon the results of the investigation:

Investigation of 200 Shoppers

Ignorance of goods and indifference of salespeople	27%
Attempts to substitute	12%
Errors	9%
Tricky methods	9%
Slow deliveries	9%
Over-insistence of salespeople	8%
Insolence of employes	7%
Unnecessary delays in service	6%
Tactless business policies	6%
Bad arrangement of store	4%
Refusal to exchange purchases	2%
Poor quality of goods	1%

If your business isn't growing, find out why.

THIS HELPS COLLECTIONS

A western firm uses this rubber stamp on bills which have reached the "please remit" stage: "We have discontinued sending collectors after good accounts—please remit." The notice urges a quick response, and at the same time impresses the customer that he must be considered "good pay."

TWO OF A KIND

If you found an employe loafing day after day on the job, you would not offer to pay his room rent and then furnish him heat and light, besides. Yet a good many merchants are doing that very thing today, with certain lines of their unknown, unadvertised merchandise; orphan merchandise.

A clerk is engaged and goods are bought for the same purpose: To make sales. What is the difference between goods that loaf on the shelves and refuse to move and a clerk who loafs and refuses to sell? Both were brought into the store to make profits and both have refused to function.

They are two of a kind. What would you do with them?

Real salesmanship consists in inducing people to buy articles they need or ought to have, rather than things for which they have no use.

PROMOTION

Promotion comes to him that sticks
Unto his work and never kicks,
Who watches neither clock nor sun
To tell him when his task is done;
Who toils not by a stated chart
Defining to a jot his part,
But gladly does a little more
Than he's remunerated for.
The man in factory or shop
Who rises quickly to the top
Is he who gives what can't be bought,
Intelligent and careful thought.

No one can say just when begins
The service that promotion wins.
Or where it ends, 'tis not defined
By certain hours or any kind
Of system that has been devised.
Merit cannot be systematized.
It is at work when it's at play,
It serves each minute of the day,
'Tis always at its post to see
New ways of help and use to be.
Merit from duty never slinks,
Its cardinal virtue is—it thinks!

Promotion comes to him who tries
Not solely for some selfish prize,
But day by day and year by year
Holds his employer's interests dear.
Who measures not by what he earns
The sum of labor he returns,
Nor counts his day of toiling through
Till he's done all that he can do.
His strength is not of muscle bred,
But of the heart and of the head.
The man who would the top attain,
Must demonstrate he has a brain.

—Edgar A. Guest.

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Making Newspaper Advertising Pay

(By Charles A. Goddard)

HYSHAM, Montana, is a small town and it has one of the usual small-town weekly newspapers. It also has merchants who insist that newspaper advertising in such a town and in such a small paper will not pay; that it is merely a necessary evil that enables the town to maintain a newspaper.

Mrs. H. A. Crane, wife of a local merchant, is not one of these skeptics. Some of the local merchants tried to discourage her when she took an interest in the store's advertising a couple of years ago; but she would not be discouraged, and today she has plenty of argument for the doubter. She is one of the most enthusiastic believers in advertising in the West—and insists that it saved the day for the Crane store when it was headed for the rocks and traveling in that direction at so rapid a gait that failure seemed certain.

Now the store is a success; and it is to the fact that she gave thought and attention and work to the preparation of advertising that this success is largely due. It might have been a hard-luck story.

In 1918 Mr. Crane was taken with a malady that doctors could not stop. He had to withdraw from the store. Mrs. Crane herself was in poor health and she had not learned much of merchandising, having assisted in the purchase of a few side lines. But she had to pitch in and take over the management of the store.

Between the Store and the Sickroom

With expenses piling up she began to look for expenses to reduce. Every month a newspaper bill had been coming. It was certain that the returns were not worth the expenditure. So that item was under observation.

"Of course, cut it out," a friendly merchant advised Mrs. Crane. "It is an unnecessary expense, as it gets you nothing and if you need to reduce expenses, why there is one place that won't hurt the business. It never gets me anything."

Contrary to the Advice

She reviewed the advertising the store had been doing. It was dry, uninviting and with no sales appeal. It was too much like that of all the others. She then looked at the advertisements of merchants in larger cities—they were spending even larger percentages of sales in that direction than she was. And they were undoubtedly making it pay. She ran through some advertising magazines and some trade papers that came to the store. She also looked through some samples of literature gotten out by a large store.

"It was our fault, not advertising, that our investment in that direction was not bringing in returns for our money," Mrs. Crane concluded. "And instead of eliminating this source of expense and of time and trouble, I decided that I would use it as earnestly as the larger and more successful advertisers."

Although without a spare minute of time, she burned late electricity studying the various speciments of advertising. And in this way she hit on a style that she has stayed with for two years.

It Has Been a Life-saver

That style was the store news kind of merchandise talk. The advertising of the local stores had been so dry that she aimed to put something inviting into the space. She got the idea from the store paper of a large store. But she used it in her newspaper space. Her advertisement runs in a single column each time, with the same border, heading and signature. While the matter does not always make an entire column it is always set up in this style.

While the little quips, personals and poems are entertainingly written, there is usually a reference to merchandise that is both seasonable and logical. The first thought that one might have about the advertising is that is is more entertaining than selling; but Mrs. Crane has made tests when certain articles have been featured. The results show that the advertising makes sales in a few weeks that outdo the sales of many months of the old way of advertising.

Into this investment she put the amount of her discounts that first year. And she actually spent more instead of less money on advertising. It not only took money, but it took hard work and late hours.

Mail Orders Began to Come In

The mail order business alone has become worth while and a help toward the paying of the advertising cost. Then letters began to come along with the orders. People would say how much they enjoyed the advertising column.

Business and profits began to develop. Since the advertising was begun the sales have grown almost a third greater. The indebtedness has been retired. The store has been altered to make it, as each advertisement says, "The Biggest Little Store in Montana."

The more Mrs. Crane got into the business the more firmly did she become convinced of the profit and ease of selling that standard lines afford. She is busier, at home and at the store, than the average merchant, and that is the reason, she says, that she has no sympathy for the business man who is "too busy with the important work of the store to give any time to advertising or display." She has such an alibi, but will not use it.

One of the most valuable assets of hers is the scrap book into which she pastes everything in the advertising line that she can borrow from the business magazines she takes time to read and the newspapers.

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Going After the Camping Trade

LET'S GO TROUT FISHING THIS WEEK END

Fish are taking the fly and the roads are good. If you need a license we will gladly supply you. Have you seen the four point auto camp? Glad to show you this dandy outfit. Only costs $45.00 complete.

WILLARD HARDWARE CO.

This was the way in which the Willard Hardware Co. of Stockton put it up to the public during the height of the camping season. To add interest to the ad it was adorned with a cut of the portable camp. A similar camp was shown in the window, and the knocking down and setting up of this camp was performed several times each morning and afternoon, in order to show how easy it was to break camp, or to prepare a halting place.

Any progressive hardware man who carries camping supplies should make a big showing of them at the present time, displaying them in such a manner that their good points will be impressed upon all who see them in the store window.

It would be hard to find a better example of effective camp display than that of the Honeyman Hardware Co., Portland, who devoted the greater part of their attention to featuring a running board cooker and table combined. In the background was a large canvas drop, with Mt. Hood showing through the branches of the forest.

In the foreground was the running board box set for a camp lunch—the upper part being covered with dishes and the lower part with cooking utensils. At either side were models of man and woman in camping togs, and strewn about them were many accessories of a well regulated camp—hatchet, axe, hunting knife, fishing tackle, pedometer, thermos bottle, watch, etc. Catchy cards added to the pulling power of the display. The largest one suggested:

EVERYTHING FOR THE CAMP
We are Specialists in
CAMP EQUIPMENT

We can supply your needs in tents, auto tents, folding camp beds, camp cots, pack sacks, dunnage bags, outing clothing for men and women.

We cordially invite you to visit our camp equipment department, and talk over your needs with our experienced campers.

Large white cards, bordered with red and printed in distinct black letters warned campers against giving any cause for forest fires, and detailed a few simple rules to follow when making or breaking up camp.

It is well to get the public early accustomed to the fact that you can supply all their needs in the camping line, and to advertise yourself as headquarters for this class of goods. This was done to good advantage by the Holliday Hardware Co., Santa Barbara, who at the first opening of the season stretched a big canvas



Here is a simple yet appealingly attractive display made by the Ernst Hardware Co., a display every merchant will find to his advantage in featuring camping equipment.

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The Rivenes Wester Hardware Co., enterprising Montana readers of the HARDWARE WORLD, know the value of seasonable, up-to-date sales display.

sign entirely across the front of their building, on which was printed in letters of red, black and blue:

CAMPING HEADQUARTERS
Fishing Licenses
Camping Licenses Hunting Licenses
INFORMATION
Regarding Hunting, Camping and Fishing Equipment

One of their large windows was devoted to an effective showing of camp goods—including a large tent, camp stools, canvas back chairs, folding tables, camp stoves and the various small necessities of camp life. They supplemented their window display with a good newspaper ad:

GO GET 'EM!
State is open—Trout and Bass are biting
See our special maps and get our fishing information free
Flies, leaders, rods, reels, lines, creels, bait, spinners, boots, hats and everything that you need

They maintained a special booth, at which the various licenses were issued, and here were kept pamphlets giving information regarding all the hunting, fishing and camping resorts in their state, with time tables of boats, trains and stages. Best of all, there was a man in charge to advise regarding the purchase of all kinds of supplies necessary for a day or a month in the wilderness, and to quote prices on the single fishing pole or entire camp outfit.

Women's Trade Should Not Be Overlooked

In these days of equal rights and privileges it is well for the hardware man to devote a good share of his advertising ammunition to the gentler sex, since women are coming more and more to enjoy life in the open with their husbands, fathers and brothers.

If the lady is going along on the camping trip you may be sure she is going to have considerable to say regarding the purchase of the outfit, so it is well to enlist her interest in the beginning. As a matter of fact she is a far better judge of values than men in most cases, and much quicker to see the advantage of any improvements in the outing line. The quickest way to arouse her interest is through the advertising and display of outing togs.

To quote the forewoman of one of the largest sporting goods establishments in San Francisco: "Women are becoming better sportswomen every year. But a woman's a woman, whether in a city drawing room or the wilds of Africa, and must have clothes to suit the occasion. She is not content, like a man, to wear any old thing, and as a result we have on display for her needs togs that are neat and becoming, while sacrificing nothing in the way of practicability. The easiest way to get her to buy is to show her how attractive another woman looks in such a suit, and for this reason we always introduce a feminine figure into our camping displays. Women are always after bargains, so we tell them about our lines in the newspapers, but we always supplement our printed ads with "See our windows," and we find that in the majority of cases it is the model that clinches the sale."

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Jobbers, Dealers and Trade Papers Should Organize Distributing System

(Address of J. A. Coleman)

MANUACTURERS who advertise directly to the consumer and sell direct to the retailer, with avowed purpose of eliminating both the trade papers and the jobbers, come in for hot shot at the hands of J. A. Coleman, sales manager of the De Luxe Brush Company, in an address before the Business Press Association, at its recent dinner at the Poor Richard Club, Philadelphia.

"Where the article is new, the market untried, the jobber and dealer unfamiliar with the product, it is little less than suicidal for the manufacturer to employ a large staff of salesmen to the dealer direct, telling him they have eliminated the jobber and the wholesaler in order to give him a larger margin of profit. Dealers are not easily fooled.

But if, on the other hand, the manufacturer is introduced by his trade paper to the jobber and dealer, and then by the dealer to the consumer, through his clerks, his windows, and his local newspaper advertising, he has unquestionably arrived through "regular" channels, and is entitled to both the confidence and respect of all who come in contact with his goods.

Business an Important Factor

"The business press, to my mind, plays a most important part in modern merchandising. But the importance of its work is not appreciated because the cost is too low. The only kind of business that can thrive in this country is that which makes money for everybody.

And any business which starts out with the presumption that it can make money for only a very few individuals—and yet grow big and powerful in its field, starts under a delusion. The trade press is doing the nursery work for the next generation of advertisers. It is teaching the manufacturer to talk—so that he can be heard over a steadily increasing radius.

Many of the most successful and largest advertising accounts are the product of the trade paper man who sought them out and encouraged them in their growth, until they were ready to be handed over to an advertising agency. After which procedure, the trade paper was promptly crossed off the list, because its space rate was too low.

And this statement is not made with the intention of slamming the agency, because I speak primarily as an agency man. And I feel qualified to defend the agency's position in the matter by stating that from my own observation, it is the trade paper's own fault that the agency crosses it off the list.

The advertising agency works on a gross margin for profit of 15 per cent. There is no way in which that margin can be increased and no other legitimate way in which the net income of the agency can be increased except by a general increase in the volume of business placed.

Why Agencies Recommend Consumer Publications

I have found from my own observation that it costs an average advertising agency 11½ per cent to do business. And of that 11½ per cent, nearly 8½ per cent represents sales effort; or, the cost of getting new business. I don't mean to imply that the advertising agency is top heavy in its business-getting department, or that it is weak in its business-keeping department, but merely to demonstrate that with only 3 per cent to work on, it cannot advantageously use a half dozen trade papers which require a half dozen different kinds of copy and which cost less than $1000 per issue, when one piece of copy will answer the purpose for an entire list of consumer publications, the total cost of which may be approximately anywhere from $10,000 to $25,000.

Rates Too Low

If the trade papers' rates were fixed in proportion to the value of the service rendered, rather than in proportion to circulation, then the trade publisher could give the manufacturer a more efficient service.

Therefore, I say increase, arbitrarily increase, the price of space in all trade papers, install service departments and pay agency commissions.

The trade paper publisher, in many instances, like the poet and the painter, suffers many hardships—in spite of the valuable service he renders to American business—because he is too modest to demand a just reward for the service he renders. However, the day will come when trade paper combinations or groups will align themselves with jobbers associations, or distributing corporations and with tremendous dealer organizations, until they become a real power, having absolute control over the distribution of merchandise to the public.

The trade paper stands between the jobber and the dealer and the manufacturer. His position is a commanding one and while today he comes to you, asking for advertising that will keep his book alive, tomorrow, we manufacturers will go to him with our hats in hands and try to prove to him that our merchandise, our specialty, our commodity is a worthy one, en-

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titled to the jobber's attention, suitable for the dealer to sell, and safe for the public to buy.

Consumer Trade Expensive

There is one commodity in the specialty class which has been on the market nearly ten years, that has used every class of consumer advertising and which sells at retail for $5.00. Although on the market now for nearly ten years, and its production running into the millions, the general sales manager for this product states very frankly that up to today the company's books show that $6.50 was spent in sales work and advertising for every article manufactured.

This concern, like many others, that carry their balance on the wrong side of the ledger, ignored the jobber at the outset and went direct to the dealer with the expressed purpose of saving the jobber's discount. In obtaining distribution for a product I have failed utterly to see wherein it is less expensive to go out with a sales organization, and get it oneself, rather than have the jobber do that job.

For instance, if I have a product to market nationally, a product, say, in the specialty class. There are some 3000 jobbers in the United States and some 100,000 dealers who can handle my line. At the start, I am willing to admit that the best way for me to approach these jobbers and dealers is to go in person and tell them all about my proposition.

But I can't do that—it would take almost twenty years to reach them all. I might multiply myself by one hundred in organizing a national sales force, and those one hundred men could cover the jobbers in a month and the dealers in a year. Such an organization would today stand us (with a minimum salary of $300 per man per month, or $3600 per man) $360,000 a year.

Selling Through Trade Paper Service Far More Economical

It costs at the present time about $15.00 a day to travel a man over strange territory doing missionary work, and as no more than five satisfactory calls can be made per day, you will see that it costs $3.00 to make each call, and as it requires a minimum of three calls to get a proper hearing on any proposition, we might assume that it would stand us $9.00 to make a sale, if our effort were confined to personal solicitation.

And this investment of $360,000 in salary alone the first year to secure distribution, carries no assurance with it that the public will demand the goods, or that the dealer will try to sell them. On the other hand, if we skeletonize the sales organization and supplement it with a direct mail campaign, it is quite possible that we could use the highest grade sales literature and reach the entire jobber-dealer organization at a maximum of 25 cents per call and strengthen our sales effort.

We could reduce the necessary calls of the salesman by making four preliminary calls through the medium of literature and one call in person, we thus save $5.00 per call on upwards of 100,000 dealers all in one year. Now on the other hand, if we use all the trade media reaching that particular field, we could make our calls to the dealer and the jobber at the rate of $1.00 to $5.00 per thousand.

We begin to realize suddenly the importance of the trade paper to the manufacturer who seeks distribution for his product.

In the past when a manufacturer had $100,000 or so to spend to secure distribution, he has been instantly classed as a national advertiser and too big for the trade paper man to handle. Why, even today there are few men in either the trade paper or the agency field who would actually have the courage to spend $100,000 advertising appropriation, all in trade papers.

And yet one realizes that that is practically the only thing he can do in justice to himself and his proposition, if his problem is one of distribution.

PASSING OF JOHN H. JACKSON

John H. Jackson, president of the Jackson Wholesale Hardware Co., Aberdeen, South Dakota, and a prominent citizen of that city, passed away recently at his winter home, Fort Myers, Florida. Mr. Jackson was a native of Florida, and in 1881 removed from Canada to the United States.

The business of the Jackson Hardware Co. was the outgrowth of a retail business, which he established at Aberdeen in 1886.

Mr. Jackson was a man of sterling character, broad vision, of fine business judgment and high ideals. He is survived by Mrs. Jackson and five children. He was prominent in every movement that made for the development of his home city and the community. His passing will be learned of with regret by many connected with the trade.

COMING CONVENTIONS

Panhandle, Texas: Amarillo, May 9-10.
Carolinas: Greensboro, N. C., May 10-13.
American Hardware Mfrs.' Association: Atlantic City, N. J., May 11-13.
National Hardware Association: Atlantic City, May 11-13.
Southwestern: Atlanta, May 17-20.
Mississippi: Gulfport, June 14-16.
National Retail Association: Louisville, Ky., June 20-23.

ONE IS ENOUGH

Never have more than one kind of trouble at a time. Some people bear three kinds—all they have now, all they have had, and all they expect to have.

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Is America Worth Preserving?

Business Men Have a Civic Duty to Perform Which No One Else Can Do for Them

THE American Legion is amply justifying its existence and the hopes of its founders in the interest they are taking to preserve our American institutions.

Recently they called attention to the fact that over 8000 disloyal teachers in our schools are still retained in their positions and 2000 disloyal professors in our universities and colleges.

To Rid Country of Disloyal Office Holders

Neither have they hesitated to bring to the attention of the people the great need of having true and loyal Americans, untainted by Bolshevism, in office.

While their efforts were to some extent thwarted by ex-President Wilson's refusal to dismiss from office those officials who refused to deport convicted traitors as was the case with Secretary Post and others, it is to be hoped their efforts will meet with greater success under the new administration.

Even now a great deal of pressure is being brought upon President Harding and Attorney General Daugherty to release convicted criminals and traitors of the Debs, Mooney and Haywood type, men whose conviction has been passed upon by the highest courts of the land. It is sought to make it appear as though they were "political prisoners" deprived of their "constitutional rights" in being denied the "privilege" of "free speech" and "free press" when they sought to overthrow the foundations of our Republic.

Every American who loves his country, and the things for which it stands, should not delay in registering his protest to our officials at Washington at once, for, led by the Communist agitators and yellow journals, every Red and similar organization, backed by a large force of the American Federation of Labor, are doing their utmost to have this type of men turned loose again upon the community.

We should not so soon forget their crimes. Otherwise those of our loved ones who lie buried in France will have died in vain.

Americans Must Be Ever Watchful

In this connection we need to keep ourselves informed—to have actual knowledge of conditions, to know the history of our country and the trend of affairs generally, to keep a watchful eye over what is being taught in our schools and colleges and to recognize that merely because certain men are out of office the danger is not removed for they will be more than ever alert to regain their power.

Let it be remembered that in the last election over 1,000,000 "claim-to-be" American idealists voted for a convicted criminal and traitor now confined in prison as the man they preferred above all others for president, on the Socialist ticket.

Don't Depend Solely on Present-Day Papers and Magazines

The daily papers and many so-called popular magazines are a poor means of obtaining information with which to make comparisons, and to study whither we have been drifting.

A book issued recently by Nicholas Murray Butler entitled, "Is America Worth Saving?" is one we commend.

We quote from the book referred to:

As yet the number of formal adherents of the Socialist party in the United States is not large, but the theories and teachings of socialism are being eagerly and systematically spread among us. Many schools and colleges and many pulpits are either unconscious or willing agents in this work. This number represents organization and activity out of all proportion to its size.

There should be no mistake about its program. It openly calls our Constitution dishonest. It denounces the fathers of our country as grafters, as crooks, as men of mediocre intelligence, and as attorneys of the capitalist class. In the making and building of America the Socialist can see nothing of idealism, nothing of sacrifice, nothing of high principle, nothing of love of liberty, nothing of aspiration for a finer and a freer manhood.

The Socialist party platform explicitly demanded not only the usual collectivist and communist policies, but also the abolition of the United States Senate and of the veto power of the president; the abolition of all Federal courts except the United States Supreme Court and the election of all judges for short terms; the abolition of the power of the Supreme Court of the United States to pass upon the constitutionality of legislative acts; and a revision of the Constitution of the United States.

Signs are not wanting that the advocates of socialism think it will be easier and quicker to gain ground in the United States by the indirect method of involving us in a false international policy than by the direct method of attempting to secure control of the machinery of government through the suffrage.

This explains why Socialists and those who at heart sympathize with them without openly assuming their name are so anxious that Lenine and Trotzky shall be formally recognized as heads of a government with which civilized and honorable men may have relations and that the German people should, as far as possible, be

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saved from the consequences of their public crime and their military defeat.

If Americans could only be led to give up their historic patriotism for a sentimental humanitarianism the battle of the Socialist would be half won. This is why it behooves us to watch with anxious care each step that our government proposes to take in relation to international policy. If it is proposed to build a world of strong, independent, self-conscious nations with close and friendly international relations for the preservation of the world's peace, well and good.

But if it is proposed to weaken or destroy nations in order to build a world in which historic nations shall play but an insignificant part, and in which patriotism and love of country shall disappear, then Americans should oppose such a policy at every step and with the utmost vigor.

Glance Backward in Progress

The sure mark of the reactionary is unwillingness to make use of the teachings of past experience or to read the lessons of history and apply them to the problems of today. The real reactionary, who is always an egoist, insists that his own feelings, his own desires, his own ambitions take precedence over anything that all the rest of mankind may have said or done or recorded. He wishes to start life all over again in a Garden of Eden of his own, with a private serpent and a private apple.

The true progressive, on the other hand, is he who carefully examines the experience of mankind in order to see what lessons have already been learned, what mistakes need not be repeated and what principles of organization and conduct have established themselves as sound and beneficent. Upon all this the progressive builds a new and consistent structure to meet the needs of today in the light of the experience of yesterday. He does not find it necessary to burn his own fingers in order to ascertain whether fire is hot.

Classes Fusible in America

A still more subtle enemy of the American people is the widespread teaching that there is and should be a class struggle between those who have little and those who have more; between those who work with their hands and those who work in other ways. The notion of fixed economic classes that are at war with each other is a flat contradiction to the principles and ideals of democracy. The doctrine of class conflict was made in Germany, and it represents a notice of social and political organizations wholly at variance with the principles and conditions of our American life.

In this country we have no fixed economic classes and we desire none. The handworker for wages of today is the employer of tomorrow, and the door of opportunity is so wide open that he who begins in industrial, commercial or financial service at the bottom of the ladder may by competence and character speedily climb to its very top.

Those who teach the justice and the necessity of a class struggle are not believers in democracy.

They do not wish to lift all men up; they are bent upon pulling some men down. Their program is one of destruction, not construction; of reaction, not progress. They do not believe in the equality of men before the law and in the equality of opportunity for all men and all women; they believe in a cruel, relentless, exploiting class. In other words, they believe in privilege and not in free government.

The Strike is the Minority's Weapon

Recently the startling doctrine has been taught and practiced that the strike may be used to enforce the views and wishes of a small minority of the population in matters relating not only to public transportation and to other public utilities, but to political and public acts of every sort.

This is to call back the Leberum Veto of ancient Poland with a vengeance. According to this doctrine a group of individuals who do not approve of the tariff levied on wool may unite to make impossible the operation of a steamer which carries a cargo of wool from Argentina to the United States, or to prevent the unloading of such cargo when the steamer reaches the docks of New York.

The Government of the United States may deem it necessary to send troops and to ship munitions to Siberia, but under this doctrine stevedores and longshoremen at the port of San Francisco and of Seattle would be entirely justified in refusing to load or to permit to be loaded the vessels which were to carry such troops and munitions in case they as individuals should happen to disapprove of the government's policy in this regard.

Bolshevist Appointed Ambassador

We saw one journalistic adulator sent, without official commission but with high authority, to muddle our affairs with Mexico, and we saw him later turn up among the most active friends and agents of our Teuton enemies. We were told in explanation that, although without previous training or public experience, he had received this important commission as a reward for having written in flattering terms of President Wilson and his policies.

It appears that this appointee busied himself with his pen, and that apparently just because he published a crude and fulsome eulogy of the president's personality and public conduct he was selected to represent the people of the United States. Not a fraction of one per cent of those who know his record would be willing to take his hand, and yet he represents America at a conference on the vitally important ques-

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tion of the future of the Russian people and their relation to the rest of the world.

A Sane Society of Nations

Americans will tolerate no supergovernment to supplant their own Constitution, whether its seat be in some foreign city or in the council-chamber of some highly organized economic group, representative either of capital or of labor. They will insist on going forward in cooperation with other civilized and liberty-loving people to preserve and protect the peace and good order of the world, in full command of their own policies and unhampered by any engagements which public opinion would not permit the administration of the moment to keep, Americans have long urged, and would beyond question gladly welcome, a true society of nations, but it must be a society of nations and not any attempted international substitute for independent and self-governing, cooperating peoples.

A HOMELY TRUTH

"Work, work, work is the main thing," said Lincoln. Every man ought, by precept and example, to drive that homely truth home.

We have had a world of false teaching on the subject in the past; we have written and talked about business as though the one great goal were to clean up enough money so as to live without work. There could be no greater fallacy, of course. The man who runs away from the game has signed his own death warrant.

The biggest and the happiest men have kept working right up to the end. "I have worked twelve hours a day for more than fifty years," said Webster. Commodore Vanderbilt, Gladstone, Bismarck, Voltaire—one could extend the list into pages—all worked into their seventies or eighties, and by keeping their minds open and growing, lived to a ripe old age, and died still young.

There is no nobility but the nobility of achievement, and Ponce de Leon need never have left home to find the secret of eternal youth. Every man has that secret in his own shop or office if his heart is in his job, and the name of the secret is work.

THE WAGE QUESTION

Living costs are coming down. Bradstreet reports a decrease of 35 per cent. Every day the newspapers and magazines report further reductions.

The past four years of high wages and high living costs have demonstrated a great truth. It is not the amount of money that a man is permitted to handle that counts. It is the amount of money he is enabled to save.

Make plans ahead, but don't make them in cast iron.

DUTY, RIGHT AND PRIVILEGE

There has been, is, and still will be much talk about "rights" and "privileges," but not so much talk about "duties" and "obligations." Some of this talk has been reasonable and wise, but by far the great bulk of it has been loose, irrational and most distinctly unwise, says the Valve World.

In determining what are our rights and privileges and duties and obligations as citizens of this republic, most of us go at the matter from the wrong end of the line. We first try to find out what are our rights and privileges, leaving till some future day the consideration of our duties and obligations.

The immigrant who lands on our shores is not here many hours until someone—and usually one of his own tongue—has informed him in glowing terms that he is now the direct and immediate heir to certain "natural and inalienable" rights. Among them may be mentioned the right to happiness, the right to a living, the right to his full share of the "good things of life," the right to organize so that he may get a job, and the right to strike on that job for any reason or for no reason at all.

Later, perhaps, after he has been here long enough to secure the right to vote, he may hear a few vague remarks about the duties and obligations which are supposed to go before his rights and privileges, but often by that time he has come to feel himself so strongly entrenched in his rights and privileges that he does not deem it essential to pay any attention to his duties and obligations.

Our methods of teaching citizenship to the alien have been and still are in large part, on the cart-before-the-horse order. Whether or not we have "natural" rights and privilges, there can be no question that we do have natural and fundamental duties and obligations, and any method of teaching citizenship that does not first of all make these clear and insist upon their observance, preaches rights and privileges on a very shaky and unsubstantial foundation, or on no foundation at all.

Let us be concerned about our duties and obligations as citizens and about discharging them faithfully, and our rights and privileges will come to us automatically and will abide with us, because of the firm foundation we have builded for them.

LISTEN HERE

One step won't take you very far,
You've got to keep on walking;
One word won't tell folks what you are,
You've got to keep on talking.
One inch won't make you very tall,
You've got to keep on growing;
One little ad won't do it all,
You've got to keep 'em going.

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Gas Cooking Range Sale Stunts

(By Ernest A. Dench)

JOHN BREUNER & CO., Sacramento, installed a gas cooking stove in their window, with the gas turned on as in actual use. The following sign explained the reason:

> We will pay for your first five-dollars worth of gas if you buy your gas stove here.

Comparison Proof

Powers, Portland, arranged five different makes of gas kitchen ranges on a large grass rug that covered the window floor. Large, round poster in the middle served to announce:

> "Comparison Proves Blank's Gas Range Best."

Theatrical Effect

Meier & Frank, Portland, draped the back and sides of the window with black velvet. At the center rear was a large gold frame, enclosing a woman doll, attired in blue gingham and white apron, standing in front of a gas range. Subdued theatrical lighting was employed, thereby enhancing the stage effect.

The Happy Home Maker

Marks, Charleston, S. C., were responsible for "The Happy Home Maker" window. The trim was hung with old blue and white check draperies, while the floor space was covered with a white woven rag carpet.

At the rear of the window was a beautiful, nickel trimmed gas cooking range, containing a complete assortment of aluminum ware as bright as silver.

Presiding over the range was a life-size mannikin, or rather "womanikin," clad in a pink and white gingham dress and white bungalow apron, with a cook's cap on her head.

She was engaged in basting a papier mache roast chicken in the oven, and at the same time apparently keeping a watchful eye on the good things to eat the aluminum pots and pans contained.

Window Card Arguments

Public Service, Newark, recently exhibited in their show window several types of gas cooking ranges with a card laid on top of each range. The cards in question are given below:

> Were we to sell ranges based on present cost prices we would have to ask considerable more. You save by our foresight.
>
> The American Gas Range, built in American shops by American labor to cook the meals for American families.
>
> Mother is delighted with her new range because she knows that dust, fuss, worry and dirt have been banished.

Natural Kitchen Touch

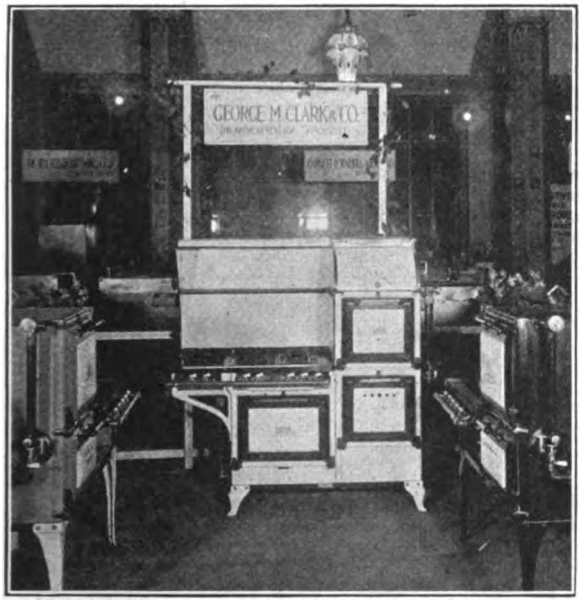
In one of the Public Service Company's windows was a gas toaster, containing deliciously browned pieces of toast. The toaster was placed over a gas range, which added to the naturalness of the display. A card on hanger above the range pointed out:

> Don't waste stale bread. Toast it on a gas toaster. Price 35c.

Greens, Elizabeth, placed a gas cooking range at each side of their trim, balanced in the



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middle with a fully equipped kitchen cabinet.

Best Substitutes for a Maid

The Southern Public Utilities Co., Charlotte, N. C., gave a timely slant to one of their newspaper announcements. It was entitled "The Best Substitute for a Maid," and the cut at the top of the ad showed a contented housewife presiding over a gas cooking range, against the background of a want ad newspaper page. The text matter was as follows:

> Maids are scare and hard to get—but housewives need not worry.
>
> Gas Service and the Gas Ranges are the best substitutes. With a gas range, cooking is cleaner, cooler, quicker by far than when it is done on a coal stove.
>
> The housewife can easily cook on the gas range herself with the expenditure of no more time or energy than is ordinarily necessary in giving instructions to the maid.

Trial to Test Merits of Range

The Rochester Gas and Electric Corp., Rochester, came in the open with an attractive offer. They were willing to install a gas range in any home on a trial basis. A sufficient period was allowed the housewife to determine whether the range measured up to their advertising claims. If the range fell short of expectations, it was removed, with no hard feelings on the part of the gas company or the prospective purchaser.

The Gas Range Situation in England

While in England I noticed several clever advertising efforts on the part of the gas companies in connection with gas cooking ranges. The gas range business over there is almost entirely in the hands of the lighting companies, who make all sorts of inducements, from installing a gas range free of charge, to charging a higher rate for the loan of the stove, in order to persuade housewives to use gas.

Conditions are different in conservative Britain, and it is only by offering to install gas stoves on advantageous terms that the prejudice of the set-in-her-ways housewife can in many cases be overcome. During the war this sort of thing was stopped to a more or less extent, but the gas companies are gradually renewing their pre-war gas cooking range propositions. However, this does not make the advertising suggestions that appear below of less value in pushing gas cooking range sales in America.

Some Window Card Hints

The Gas Light and Coke Company, London, England, employed the window card route to announce that:

> Gas Decreases Work and Increases Leisure.

The window display in which the foregoing cards appeared contained a gas range in the middle, surrounded on the floor by pots and pans for cooking puposes.

THE TROUBLE TODAY

Two small boys — brothers — received as a Christmas present, given to them jointly, a fine, large rocking horse, the saddle of which accommodated but one. While the novelty of the toy lasted both wanted to ride all the time and there was quite a constant dispute as to which should do so. The mother settled the matter by putting them both on together, one behind the other, and they rocked along in apparent peace and harmony while she stayed by and watched them. As soon, however, as she went about her household duties, after warning them that there should be no more arguments, Johnny, who was in the saddle while Willie sat behind with his arms around Johnny's neck, was heard to remark to Willie in what was intended to be a persuasive and convincing tone, "Willie, it seems to me that if one of us should get off I could ride better."

There are too many Johnnys today suggesting that everybody else should get down to earth while they are permitted to ride on undisputed upon a high horse.

EVERYDAY LOGIC

A plumber and a painter were working in the same house. The painter arrived late and the plumber said to him: "You're late this morning."

"Yes," said the painter. "I had to stop and have my hair cut."

"You didn't do it on your employer's time, did you?" said the plumber.

"Sure, I did," said the painter. "it grew on his time."

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ORGANIZING CASTING CLUBS

Tournament Casting—It's Relation to Scientific Angling

Tournament casting, although not very widely known as a sport, is a favorite pastime among many members of the fishing fraternity and today there are numerous clubs in existence formed for the purpose of bringing men together to engage in competition over the casting pool.

Through its fishing promotion division the Winchester Repeating Arms Company of New Haven, Conn., have organized an active campaign to enlighten sportsmen regarding the pleasure and benefits derived from tournament casting and to give them aid and assistance in organizing casting clubs.



An American Sport

Although tournament fly and bait casting has enjoyed considerable popularity in Great Britain and France where a number of tournaments have been held, the records established in these countries do not compare with those made by American anglers. It is the American sportsmen who have brought this most interesting pastime to its present high standing among outdoor sports. One might say with all propriety that it is an American game, satisfying an inherent American passion in an entirely adequate way.

Tournament casting has that touch of nature which makes all red blood kin. It knows no caste, recognizes no social standing, neither age nor sex are handicaps to its enjoyment. It is a call to a new fishing which all enjoy on equal terms without chance of fatigue. A robust physique it not required for efficiency, the small and frail are often the best casters, women become quite adept at the game as is evident by the number which can be seen on contest days at almost any club.

A Pleasure For All

The uninitiated sometimes have difficulty in appreciating the actual pleasure and satisfaction that the sport affords. To the casual observer it is casting a weight or fly at a target on the water. To the participant it is more than this. It is a mingling of mental and physical emotions together with the extreme enjoyment which results from something well accomplished.

Tournament casting appeals to the fisherman especially and brings to him the lure of the outdoors together with a spirit of keen competition. It brings him into the company of fellow fishermen and the opportunity to improve his knowledge on the subject of fishing. He will apply his skill developed at the casting pool, to angling in the streams and thus become more efficient as a fisherman.

The tired business and factory man finds relaxation in casting without the exertion which accompanies other sports. The frail need have no fear of fatigue for the mild exercise in the open brings tingling vigor to the worn body and shattered nerves. The social atmosphere and interest in a man's sport will prove beneficial to all who take up casting.



Objects of a Casting Club

The advantages of membership in a casting club are manifold; not only do the members engage in casting but they also make a careful study of fish and fishing, the best places to fish, the lures and how to use them, methods of increased efficiency with rod and reel and other subjects which are taken up with the aid of experts. The object of casting clubs is to promote interest and appreciation of scientific angling, to encourage the formation of clubs devoted to scientific angling or fly and bait casting, to lend moral support to all moves toward true sportsmanship in all sports, to assist in the propagation and protection of game fishes, to influence legislation toward this end and to promote such social conditions as are incident to the sport of angling and tournament casting.

Rods and Reels

An important factor in successful tournament casting has been criticised by some who have never been members of a club and have not participated in this outdoor sport on the ground that tournament rods, reels and lines used are not practical in actual fishing. Although this is true in some instances it is not so altogether, for let any veteran fisherman take up casting and he will become a sure enough enthusiast. He will learn more in one season at the casting pool than he could acquire in many years of fishing. While it may be true, that the tools used in tournament casting are made for that purpose, every rod, reel and line are of the finest quality and can be used successfully in real fishing. This is particularly true with the fly rods and lines.

A Clean Sport

We will not attempt in this article to describe the routine of a casting tournament. The impression one gains, however, from watching a contest will do much to raise his estimation of the sport. "Let the best man win" is the motto of the tournament casters. There is no attempt to better the rules or browbeat the officials. One sees no attempt to rattle an opponent or man who may be casting before a large number of friends. There is no coaching from the side lines, no lecturing of contestants and the results of the events are highly noticeable in the behavior of the gallery.

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The same people at a baseball game would not act in the same way. There is a difference, the difference is in the game itself, for casting is a game played by true sportsmen.



The Tournament Caster As a Scientific Angler

The experience gained from tournament casting has been demonstrated time and time again to be highly beneficial in actual fishing. The tournament caster has more than once demonstrated on the stream that he could reach spots and pools which others were unable to locate at all. When the fish are rising in mid stream where it is too deep to wade, the tournament caster, through his experience, is able to extend his line so as to reach them with success. It is only the veteran angler himself who spends the greater part of his time in fishing who can accomplish this without having practiced over the casting pool.

In addition to the practice and experience gained in casting, the mingling with kindred spirits is an important part of the membership in a club. One may live in a community all his life and not know half of the anglers thereabouts but organize a casting club and you will make the acquaintance of all good fishermen in the vicinity.

There is, therefore, an opportunity for sportsmen to broaden their knowledge and acquaintance through casting and to this end there should be a casting club in every community.

IRELAND ALWAYS THERE

An Irishman and an Englishman were waiting for a train, and the Irishman said:

"I will ask you a question, and if I cannot answer my own question I will buy the tickets. Then you ask a question, and if you cannot answer your own, you buy the tickets."

The Englishman agreed to this.

"Well," the Irishman said, "you see those rabbit holes? How do they dig those holes without leaving any dirt around them?"

The Englishman confessed, "I don't know. That's your question, so answer it yourself."

The Irishman winked and replied:

"They begin at the bottom and dig up!"

"But," said the Englishman, "how do they get at the bottom to begin?"

"That's your question," was Pat's rejoinder. "Answer it yourself."

The Englishman bought the tickets.

McKINNEY CHICAGO WAREHOUSE

The McKinney Mfg. Co. of Pittsburgh announces the opening of a warehouse in Chicago. In connection with which the Chicago office of the company is being moved to larger quarters at 702 Wrigley Bldg.

HOW TO CLEAN A STEEL KNIFE

The so-called tarnishing of steel knives is the result as much of the wrong method of cleaning as it is of a chemical decomposition of the surface of the blade, according to official advice from the American Cutlery Bureau of Information. A badly polished steel knife will show more easily the effect of tarnishing than will one that has been well cleaned and polished before use. Experience, in fact, has proven that the best polished American steel knives, made of high class steel, are less inclined to tarnish than those of inferior quality.

All tarnishing of steel knives can be avoided if the knives are cleaned immediately after use. The chemical action of the acids which causes tarnishing requires a certain time to accomplish its purpose and the quicker it is interrupted the better it is for the future use of the knife. Do not leave steel knives lying uncleaned over night. Rinse the blade carefully in hot water after use and wipe it dry with a clean cloth. This will destroy the acids. If there is time, polish the blade with a fine powder polish. The polish upon the blade of a good steel knife is produced by very rapid friction which makes the surface of the blade absolutely smooth until it shines as does the polish on high class furniture or glass.

Acids destroy the smoothness of the surface and eat not only into the polish but create small indentures in which food will decompose and help to make the tarnishing of the blade permanent. Many machines and appliances for polishing knives are sold. The best to use, however, is an ordinary bottle cork and some fine polishing powder. No appliance can replace the sensitiveness of the hand and a few rubbings with the cork will not only remove all the uncleaness from the blade but also renew the polish which is its natural protector. Before polishing rinse the blade thoroughly with warm water and dry it. After polishing a renewed rinsing and careful drying will remove the remains of the polishing powder. The essential purpose of a knife is to cut. Buying cheap cutlery is false economy. Ask your dealer for the best table cutlery, which is made in America.

TODAY

Sure this world is full of trouble—
I ain't said it ain't.
Lord! I've had enough an' double,
Reason for complaint.
Rain an' storm have come to fret me
Skies were often gray;
Thorns an' brambles have beset me
On the road—but, say,
Ain't it fine today!

What's the use of always weepin'
Makin' trouble last?
What's the use of always keepin'
Thinkin' of the past?
Each must have his tribulation,
Water with his wine,
Life it ain't no celebration.
Trouble? I've had mine—
But today is fine.

It's today that I am livin',
Not a month ago,
Havin', losin', takin', givin',
As time wills it so.
Yesterday a cloud of sorrow
Fell across the way;
It may rain again tomorrow,
It may rain—but, say,
Ain't it fine today!

"It is said that paper can be used effectively in keeping a person warm." "That's true. I remember a thirty-day note of mine once kept me in a sweat for a month."

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HOW TO ADVERTISE IN LOCAL NEWSPAPERS

Some persons have the mistaken idea that retail newspaper advertising, to be successful and produce business, must be largely composed of bargain offerings. It is no more logical to think this way about retail newspaper advertising than it is to think that goods cannot be sold on their merits or on the merits of the service the individual retail business man has to offer.

Advertising an Investment

When used regularly, even in a small way, there is less of gamble or chance and more real profit in this form of advertising than in almost any other medium of publicity. The reason is plain. The retailer, through his advertising talks to those with whom he is in close touch—the consumers who are in a position to become personally acquainted with the goods and services he has to offer.

Standardize Advertising

Hit and miss advertising is responsible for most of the waste experienced in this form of business effort. Spasmodic advertising seldom brings the kind of lasting results one would hope for, so the wisdom of planning your advertising and sticking to it cannot be over-emphasized.

The big thing is to decide definitely to advertise, reach a decision as to just how much you are going to invest in this potent business building force, and then advertise regularly, on a schedule, every day, once or twice each week, or every other week. Be consistent, that is the keynote of successful advertising.

Let Advertisements Grow

Advertising to be productive and keep a business before the public need not necessarily occupy big space. It is logical, however, that if a little advertising is good, more is better, within reasonably limits, and the retail advertiser should try to reach that point of highest efficiency in advertising by gradually enlarging space.

Cleverness not Essential

A plain, understandable story told in a convincing manner and set up in a readable form is the one that "gets across" with the reader who is quick to note any insincerity or forced effort on the part of the advertiser.

So-called originality and mere cleverness should stop long before they reach the point where they become exaggeration, for exaggeration in advertising quickly destroys confidence, which is one of the really big things you are working for.

Prominent Headings

All headlines (the sign posts of advertising), should stand out above the body matter. To do this it is not necessary that they be set in "box car" letters. Mere bigness and blackness are no more effective, and most times are not nearly as effective, as neatness and symmetry in display.

Choosing Illustrations

In choosing an illustration for an advertisement it is well to remember that an illustration has another purpose to serve than just attract attention. An illustration should be in perfect keeping with the story of the advertisement—in fact an illustration should be as much a part of the story as the reading matter itself.

Choosing Borders

An advertisement should stand out and make an attractive appearance on the printed page. Borders help to gain this effect, but if they are too elaborate or ornate they overshadow and work to the detriment of the rest of the advertisement.

Make Location Clear

A retail advertiser, especially in a large city, is sometimes wise to supplement his street address in his advertising by identifying it with some more or less well known location, as "On Poplar near 26th Street," or "opposite the Post Office," or in some way give more information than just the street number of his place of business.

Early Copy Means a Better Display

When your advertisement is given to the newspaper at the last minute it is no wonder that the printer throws it together in any old way, just to get it out. So give the newspaper yours early.

SUCCESS

If you want a thing bad enough
To go out and fight for it,
Work day and night for it,
Give up your time and your peace and your sleep for it,
If only desire of it
Makes you quite mad enough
Never to tire of it,
Makes you hold all other things tawdry and cheap for it,
If life seems all empty and useless without it
And all that you scheme and you dream is about it,
If gladly you'll sweat for it,
Fret for it,
Plan for it,
Lose all your terror for Life and of Death for it.
If you'll simply go after that thing that you want,
With all your capacity,
Strength and sagacity,
Faith, hope and confidence, stern pertinacity,
If neither cold poverty, famished and gaunt,
Nor sickness nor pain
Of body or brain
Can turn you away from the thing that you want,
If dogged and grim you besiege and beset it,
You'll get it. —Berton Braley.

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SOME GOOD LAW FOR ORDER BLANKS

(Copyright by Elton J. Buckley)

I have had a great deal to say about the remedy when an order for goods falls down, either by the seller refusing to deliver or the buyer refusing to take. Naturally the remedy of the man who is the sufferer in such a case is an important thing, though not so important as it would be if more men were energetic in their own protection. Too many business men take these things lying down; that is the reason they happen so often.

Usually when an order for merchandise falls down, and the victim of the breach starts in to see how he can get back, he or his counsel has to look over the whole body of the law. There are several classes of decisions in these cases, depending on the status which the order or contract had reached when it broke down. Fitting the particular case to the law applicable to it is not always easy. The average order makes no effort in its phraseology to do it.

The other day, however, somebody sent me a contract blank which did try to do it. It was a form used by a Western flour mill to cover orders for flour, and contained lengthy and detailed provisions as to what the remedy of each party should be in case the other defaulted. It would be a good thing if all order blanks did this, and I therefore reproduce the provisions from the contract in question.

These were the provisions prescribing the remedy of the seller in case the buyer refused to take:

Par. 2.—On breach of contract by buyer, seller shall recover liquidated damages as follows:

Clause 1.—As to any of the above goods shipped which buyer wrongfully fails or refuses either to accept or pay for, seller may resell same at public or private sale, without notice, any time within ninety days from date of such failure or refusal, and recover from buyer thereon difference between purchase price thereof herein contracted and price obtained on resale, if latter be less than the former; also all incidental loss and expense, including salesman's time and expense, demurrage, storage, cartage, reconsigning, additional freight charges, etc., and any carrying charge unpaid on such goods. Resale anywhere in the usual course of the seller's business, and resale at any terminal market or at or near the destination shall be proper and prices received conclusive unless bad faith is clearly proven.

Clause. 2.—As to any of above goods remaining unshipped by reason of buyer's breach, seller shall recover damages as follows: (Here follows a calculation practically establishing the profit on the unshipped part of the contract as the damages recoverable by the seller.)

The following prescribes the buyer's remedy if the seller refuses to deliver:

Par. 3.—Subject to qualifications herein, as to any goods which seller fails to ship within contract time, buyer is authorized to purchase within thirty days after such failure in the open market, at manufacturers' prices, in quantity equal to that which seller so fails to ship, goods of the same quality as herein contracted for and recover from seller excess of price so paid, if any, over purchase price herein, which shall be his sole remedy.

These are the ordinary fundamental rules of law as to breach of contract to buy and sell goods, and there is nothing new about them except the fact that they are inserted in the contract blank so that the parties can know precisely what penalty they will incur if they fail to live up to their obligations. There is one point, however, in which the contract falls short, and that is the point over which most of the uncertainty arises, viz.; Has the contract reached such a stage that you can sue for the full purchase price, or must you sue only for your damages, i. e., the difference between the contract price and the price to which the price has declined. If the latter, the market may not have declined at all, and there are no real damages. In such a case the delinquent buyer gets away with his breach. It is therefore highly important that the seller should have the right to sue for the full purchase price if it can be given him. That could be accomplished by the addition of the following to the above provisions:

Par. 4.—Where the goods have been set aside to the use of the buyer, whether at the point of shipment or of delivery, but are still in the possession of the seller or his agent, merely, however, as security for payment, title shall be considered as having passed to the buyer, and the buyer shall be liable for the full purchase price in case delivery is tendered and refused.

THE HYPNOTIC BUGLER

J. R. Gamble, one of the Montgomery Ala., handsome hardware merchants, is responsible for this:

Two darkies in a negro regiment were boasting about their company buglers. "G'long wit' you, boy," said one, "you ain't got no booglers. We is got the boogler, and when 'at boy warps his lip around that horn and blows pay-call it sounds jus' like that um Boston simphony band playin' 'the Rosary'."

"Well, if yo' likes musik they is all right, but if yo' is yearnin' fo' food, yo' wants a boogler with an hypnotic note like we is got. Boy, when Ah hears old Custard-Mouth Jones discharge his blast, Ah looks at mah beans and Ah says, 'Strawberries, behave yo'selves! Yo' is crowdin' the whip cream out o' mah dish'."

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BREINIG BROTHERS FORM NEW PAINT COMPANY

Probably one of the most interesting of recent developments in the paint and varnish trade is the announcement that D. E. Breinig and G. M. Breinig, who recently resigned from E. I. du Pont de Nemours & Co., Inc., are going into business for themselves. The new firm will be known as Breinig Brothers, Inc., and has an authorized capital of $2,000,000—$1,000,000 preferred and $1,000,000 common stock.

The fully equipped plant, formerly the Shaffer Color and Varnish Corporation, is located at Third, Grand and Adams Streets, Hoboken, N. J. The plant is four stories high, brick structure, the paint section being operated on the gravity system, while the varnish plant, with seven fires, is equipped with a Perry-Kalbfleisch Stackless system.

Offices will be located at the plant, which is conveniently accessible both by tube and ferry, thus bringing all departments under one roof.

The officers of Breinig Brothers, Inc., are: President, Charles M. DuPuy, New York and Pittsburgh; vice president and general manager, David E. Breinig; vice president and sales manager, Granville M. Breinig; vice president and treasurer, James C. Ewing; vice president and secretary, L. A. Bennett.

Not only will the experience and popularity of the Breinig Brothers assure success for the new undertaking, but the fact that several eastern capitalists who have not been interested before in the paint and varnish trade are behind the enterprise means a solid foundation for the future of the business.

Charles M. DuPuy is president of the Pennsylvania Rubber Co., vice president and chairman of the board of directors, Chelsea Exchange Bank of New York; vice president, Morewood Realty Holding Co., New York; director, Connellsville Central Coke Co., Pittsburgh; president, J. H. Parish Tire Co., New Haven, and president, The Tire Service Corporation of Pennsylvania.

Herbert DuPuy is president of the Connellsville Central Coke Company; president, Morewood Realty Holding Co., New York; director, Farmers' Deposit National Bank of Pittsburgh, and was formerly chairman of the board of directors of the Crucible Steel Company of America.

James C. Ewing is president of the Langham Hotel Co., New York, and a director in the Chelsea Exchange Bank.

Lamar Hardy is a well-known New York attorney. He was formerly corporation counsel of the city of New York under the Mitchell administration.

Seneca G. Lewis is vice president and general manager of The Pennsylvania Rubber Co.

George M. Townsend is president of the Boyce Motometer Corporation, Long Island City.

L. A. Bennett is not unknown to the paint and varnish trade. For the past year and a half he has been connected with the DuPuy interests. He will be actively associated with the Breinigs in the new company.

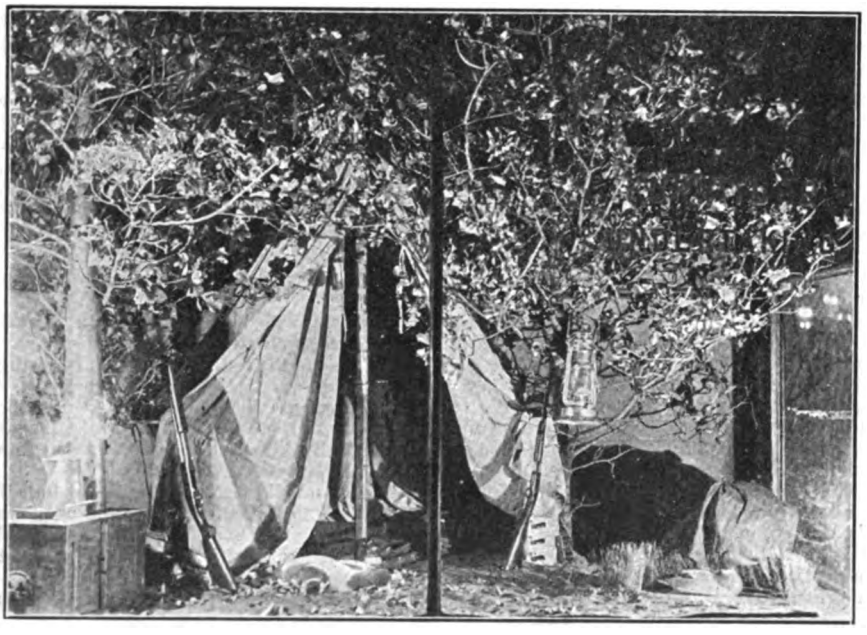
The Breinig family have been in the paint and varnish business for three generations. David E. Breinig was formerly president and general manager of the Bridgeport Wood Finishing Co. When that company was purchased by the DuPont Co., in 1917, he became sales manager of the paint and varnish division in New York. He is a director of the Lithowhite Silex Company of Still River, Conn., and a member of the bureau of education of the Paint and Varnish Manufacturers Association.

Granville M. Breinig was assistant general manager of the Bridgeport Wood Finishing Co. When taken over by the DuPont Co., he became assistant sales manager in the paint and varnish division at Philadelphia. He was then appointed northwestern sales manager of the same division, with offices in Minneapolis. In September, 1920, he was made manager of trade sales of the paint and varnish division, with headquarters at Wilmington, Delaware.

Breinig Brothers, Inc., will manufacture a complete line of paints and varnishes for the dealer and distributor, and in addition will specialize in industrial paints, varnishes, enamels, stains, etc. The new line will be put out under attractive labels, accompanied by a complete line of advertising matter, color cards, store features, etc.

It is understood that their organization is practically completed. The plant is now in operation and it is expected that by February they will be prepared to present their proposition in detail to the trade.

PUTTING OKLAHOMA IN THE HIGH MOUNTAINS

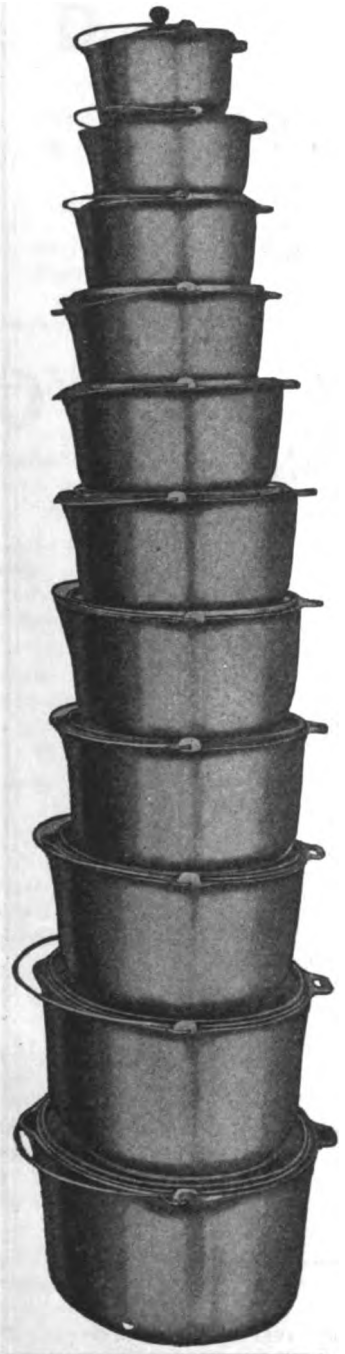


We presume that the conductor on the incoming railroad train to the home town of R. Howley & Sons in Oklahoma exclaims just as we did when he saw Mr. Howley's recent window display—Okeen.

As a matter of fact, this window of R. Howley & Sons at Okeen does more than show sporting and outdoor goods effectively. It instills in the blood a wild desire for one of the finest, cleanest, healthiest sports one can indulge in—the great outdoors.

The trim was made by W. H. Wooten of the Howley organization, and is a credit to his efforts and abilities, as well as to the advanced sales methods of R. Howley & Sons.

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Dealers' Helps

1. A two-color, 4-page folder entitled "The Better the Kettle the Better the Food."
2. Color display cards for windows.
3. Mrs. Vaughn's invaluable book, "The Art of Canning and Preserving."
4. A handsome display rack in mission finish large enough for five kettles.

Your Customers Will Know About These Splendid Kettles — and Want Them!

THE incomparable line of WAGNER CAST ALUMINUM PRESERVING KETTLES is to be featured in our extensive Spring advertising in **The Ladies' Home Journal, Good Housekeeping, Delineator, Woman's Home Companion, Pictorial Review and American Cookery.**

Your customers will read this advertising, and they will want these kettles. You will find this a most profitable assortment to handle. In thousands of homes today there is real pride and delight manifested in the use of WAGNER CAST ALUMINUM WARE.

WAGNER CAST ALUMINUM WARE PRESERVING KETTLES

"From Generation to Generation"

Your customers know Wagner Ware now. They demand it because of the obviously superior quality as well as its beauty and charm. They are perfectly willing to pay the slightly higher price because they know the additional value is definite.

Display WAGNER PRESERVING KETTLES—make a bid for this good business. Use the dealer helps that we furnish.

Remember—every piece of WAGNER WARE you sell not only makes you a sale profit, but creates a satisfied customer for your store. "From Generation to Generation" is literally true.

WAGNER PRESERVING KETTLES are made in 11 sizes, capacity 2 quarts to 24 quarts.

Check over the selling helps and write us what you can use.

THE WAGNER MFG. COMPANY

DEPT. 205, SIDNEY, OHIO

Manufacturers of the famous line of Wagner Cast Aluminum and Iron De Luxe Cooking Utensils

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An Important Message to All Dealers in

PYREX

Oven Ware

PYREX SALES DIVISION
Corning Glass Works
Corning, N. Y.

We are advising all dealers that present prices on Pyrex Oven Ware are guaranteed against decline for the balance of this year's requirements.

We are practically the only institution which was willing to eliminate their profit and maintain prices when it would have been easy to advance with the demand during the past five years, and we believe our customers appreciate the holding of our prices **then** and will be glad to learn **now** that Pyrex is one line they can purchase with confidence and without fear of a price slump.

We will now accept orders for shipment throughout the year.

April 15, 1921.

Advertising material, folders, window trims, display cards, electrotypes furnished to all dealers on request.

CORNING GLASS WORKS
Originators and Patentees of Transparent Oven Ware
CORNING, NEW YORK - - U. S. A.



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Does Your Hose Stock Look Like This

ThIs iS nOt eaSy tO reAD iT Is MadE uP oF DifFErEnT SizEs aNd sTYlEs OF TypE. suPpOse EvERythIng yoU hAd tO reAd wAs set uP likE thIs—woULdn't iT Be an AggRavatIon? aNd pRogrESs wOuld Be SLow anD UnceRtAin.

OR ARE YOU STANDARDIZED AND UNIFORM?

These letters are of a uniform size and style. You can read these sentences rapidly and with scarcely any effort. Other things, if made to agree with one another in size, form and style, would save time and labor.

ONE comes into various contacts with hose in moving about the world—gets various angles on hose—so we might be seriously misunderstood and subject to action for libel were we to fasten the title "hose expert" on an otherwise good-natured and big-hearted hardware man.

Let us then be clearly understood as referring throughout to garden hose, made of (not to) rubber, and that the connoisseur is none other than our good friend, J. B. Lippincott—called "Lip" by the trade and for all the years of his business career a trade missionary for the products of the Boston Woven Hose & Rubber Co. (It is now an open question whether Boston is more famous for her garters or for her hose.)

"Lip" started in Philadelphia, where he introduced and was introduced by Boston hose until he was manager of the company's branch on Chesapeake Bay.

But the "Cradle of Liberty" wasn't big enough for him, so he rolled up his sleeves and wound up his reels and crossed the continent. With F. M. Beall he formed the Lippincott-Beall Co. and the organization has since successfully represented Boston hose throughout the entire West.



J. B. LIPPINCOTT

He's still J. B. Lippincott—"Lip"—even though our photographer was fortunate in catching a cubist, psychical view of him which cross-sections his thought. So permeated is he with Boston hose that his thoughts take full control, manifesting in all "six" senses—one more than the average man. He eats, sleeps, hears, thinks, tastes and sees hose.

Simplifying Hose Sales

It is now his pleasure and opportunity to take part in the company's very interesting standardization campaign. The undertaking is unique and yet in line with the general industrial and manufacturing tendencies of the day.

Standardization of hose and rubber products has to assert itself against the same influences that block the way of other moves in the same direction: Habit, provincialism, prejudice, outworn customs and regulations, narrow labor and political enforcements, even short-sightedness on the part of the trade—all these are barriers in the course.

Yet in spite of all opposition the Boston Woven Hose & Rubber Co. developed a standardized line. A few years ago the company packed jar rings under 6100 brands, each one different, each one requiring a new set of operations.

When it is realized that the company makes and sells from ten to fifteen different lines of merchandise, each with its many varieties, some idea of the complexities in manufacture can be gained.

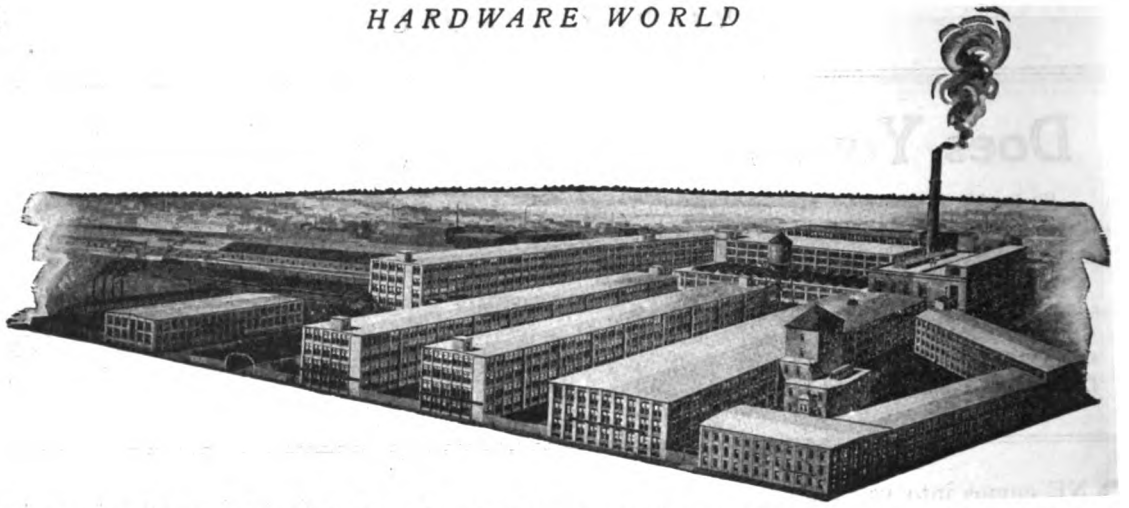
Add to this the fact that every jobber must stock the full line in each case, and that each salesman must be familiar with all these hundreds of items, and that the merchant must carry small lots of a great variety of sizes, grades and styles, here is where the inefficiency, lost effort, wasted energy was most apparent.

⅝-in. Hose. Satisfies All Wants

So the company and its representatives (including of course our energetic friend, J. B. Lip) are waging an aggressive campaign to popularize single-size garden hose.

It has always been taken for granted that every merchant must carry ½ and ¾ in. hose in all brands and grades. And in passing let us remember that there are some 5000 different brands of garden hose, and there is many a merchant who still has the idea that he cannot be true to himself, his customers or the jobbers' salesmen who call on him without carrying a goodly proportion of these 5000 brands in stock.

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The Boston Woven Hose & Rubber Co. struck a happy medium between the two sizes and strongly recommend 5/8-in. hose to do all the work. It has been proved that it will carry just as much water as the 3/4-in., whereas it is lighter to handle, takes up less room, and by performing the function of the two former sizes, it enables the merchant to do away with half his stock, thus decrease his investment and double turnover.

The average man or woman who buys hose wants it for the garden or for the laundry. The company made a careful trade investigation and found that a great majority of the orders and demands were for even 25 and 50 foot lengths.

So to make things even more convenient for the merchant and the consumer, the Boston brands—Bull Dog, Milo and Good Luck—are cut and wrapped at the factory in separate 25 and 50 foot coils, in addition to the bulk reel which every merchant expects to carry.

Similar standardization has been made with a single line of jar rings, three lines of belting, a single line of motor fabric, and so on through the whole list. This move for economy and efficiency is one that benefits all concerned, one that deserves hearty commendation and encouragement.

OPPORTUNITY

Why say you never had a chance,
That luck has turned you down?
Such words are for the foolish man,
They never win renown.

It takes some grit to keep the pace,
To rise to heights above,
To conquer in the daily strife,
To push, yet never shove.

'Tis you, and you alone, who makes
Your future dark or bright;
No one can rob you of the place
Which is your lawful right.

Whatever comes, just forge ahead,
Determined, earnest, quick.
There's always room right at the top,
But you must start—and stick.

—Pearl Holloway.

A PRACTICAL ANSWER

"If I cut a beefsteak in two," asked the teacher, "and then cut the halves in two, what do I get?"

"Quarters," returned the boy.

"Good. And then again?"

"Eighths."

"Correct. Again?"

"Sixteenths."

"Exactly. And what then?"

"Thirty-seconds."

"And once more?"

"Hamburger," cried the boy, impatiently.

"ACCO" FLOWER BASKETS



The American Chain Company is probably the greatest "omitter" of flowers on the face of the earth. Through the use of Weed skid chains thousands of fatal accidents are prevented. The flowers that might serve a more mournful purpose are provided for in the new Acco flower baskets.

The basket is artistically woven of wire and is suspended by three chains which hang from the ceiling, rafters or from any overhead railing. These Acco baskets are said to be just the thing for artificial flowers, ferns or any other small vines which are used all the year around on porches or in other parts of the house. They are supplied in three finishes: Green, white and special rust proof.

OPTIMISM ALWAYS LEADS TO PROSPERITY

When all is said, YOU are the man that will hasten or delay Prosperity. You know what you are doing now, and what you are doing is exactly what the other fellow is doing, and perhaps he's watching you and taking his cue from you.

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Mary Anne Confesses

TO MY ADMIRERS:

You would never imagine there are so many inquisitive, forward people in the hardware business. Hardware is such a staid, solid sort of business that I have always imagined the people in it were pla(i)n(e) and level-headed.

But since I allowed my picture to be published in a recent edition of the HARDWARE WORLD, and since becoming better acquainted with hardware and its people, I have been surprised and astounded at the personal inquiries that have come to the office of the HARDWARE WORLD. If any other hardware woman reads these words and wants lots of correspondence, just let her send her picture to the editor for publication. If all these people who have asked about my costume read all the advertisements in the HARDWARE WORLD, I can very well see why it is there are so many hardware manufacturers advertise. Their announcements are certainly before the public, just as I have been. Speaking in truly professional terms, they certainly "bit" at what they "saw."



Let me say that I am a common, average, every-day - but - Sunday member of the trade who knows more about household hardware from a consumer's standpoint than the base price of a keg of nails we hear so much about.

My real debut into the Hardware World was at the suggestion of our good friend, Al. Colludi, display man for Charles Brown & Sons. Let me confidentially tell you who do not know "Al" that he is a mighty well chosen display man. He looks and acts and is the part. Then he carries his principles into practice by making Charles Brown's windows famous the nation over.

When "Al" used to tell me the fun he had "dressing" the windows and how the people looked in so longingly and were so interested in the goods I questioned whether the interest was in the windows or in "Al."

So we arranged a little wager on the side. I said that if he would dress me in hardware clothes I could prove that there would be more interest in the clothes than in me. Of course, being a gentleman and gallant, he took my side and said that clothes would not make the woman in this case. Nevertheless, I insisted on them, and it is hard to say which attracted the most attention. At any rate, there was a crowd and I had quite a reception. I was more fortunate than the ordinary debutant under similar circumstances in that I had a good quarter inch of plate glass between me and the receiving line. Through it all I received quite a number of swats without any brick-bats, and hundreds of winks, smiles and nods from the opposite sex.

Max Brown and Mr. Colludi insisted that I have my picture taken and I was mighty proud to, for I consider my appearance more tribute to Al than myself.

Now that I have become a hardware journalist, I am at liberty to choose this for publication as my favorite picture.

I will describe how I was dressed, for I know you are anxious to know. Mr. Colludi vouches for the hardware terms, though the sartorial references are of course my own.

My hat was a modish creation with an O-Cedar dust cloth as a base. Two spout tea strainers stood on top of the crown as pompons, while the other trimmings were upholstery buttons or tacks, just the things for fancy hat pins. Two slender plumes on the left side were calipers. A military effect was added in two rows of "gold braid" made of brass chain.

As to my dress, the skirt was rubber matting, and small coin mats were used for the bolero jacket. The bodice was of pot scrapers, which gave quite a soft, lacy appearance. The sleeves and tunic were of fine wire netting, trimmed with bands of steel wool, just like gray squirrel fur. Elegant brass refrigerator hinges were used for a belt, with a glass cabinet knob for a buckle.

From this belt was suspended a brass chain studded with hinges which hung down over the tunic and was caught at each lower corner with a thickness gauge rosette, appliqued or embroidered on. The bottom of the skirt was trimmed with fish nooks and upholstery nails.

My ermine scarf and muff upon closer examination you will find were made of mops trimmed with bottle brushes and edged with the same steel wool squirrel fur.

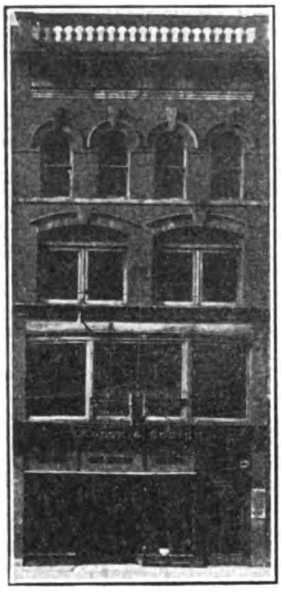
The hand bag in my right hand was designed from small lamp shades. My only jewelry was a pair of earrings made of bird cage springs, and a necklace, the pendants of which were fishing spinners. Last, but not least, the corsage bouquet was a pretty selection of fishing flies.

Thanking you, one and all,

MARY ANNE.

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At Home with Matthias Ludlow



The Ludlow-Squier establishment has the distinction of fronting on two streets, embracing what is known as one of the busiest corners in the world.

MATTHIAS LUDLOW, president of the National Retail Hardware Association, is known in name or person to thousands of hardware merchants in the United States, and rightly so. He is an able, sincere, earnest representative and stands among the foremost of hardware men.

Naturally our readers are interested as to the retail business bearing his name, where he has learned his lesson. Ludlow & Squier Hardware, 97-103 Market and 239 Washington St., Newark New Jersey, is a busy 90-man-power institution on one of the busiest corners in the world. Through his work and experience and study in the house of Ludlow & Squier, he has endowed himself to extend his influence beyond the home community into state and national trade affairs.

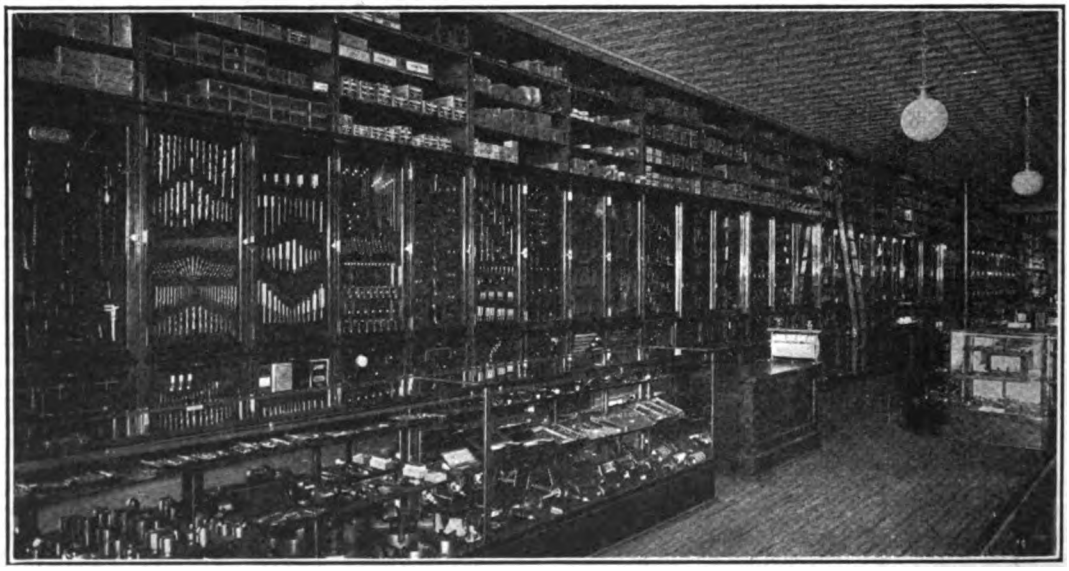
When he was 17 years old Matthias Ludlow became a hardware "man," and he has never wavered from that decision one iota. He has held one job in his life, the one he drifted into when he left business college into the same institution of which he is today the proprietor.

Starting as an errand boy he worked himself up into the dignity of a clerk. He continued as an employe of the firm for 22 years, when changing conditions discouraged the proprietor of the business and Mr. Ludlow saw his job disappearing. In 1905 he took over the business and erected a sign, "Matthias Ludlow, Hardware," over the door.



An early morning view of the Ludlow Squier entrance, for at any other time of the day there is always a crowd of buyers coming and going.

For the past 16 years the business has grown and developed under his master mind. In fact the opportunity was great and Mr. Ludlow found the place he had set for himself required more attention than he could give it. So he brought into the business as a partner Henry S. Squier. The firm of Ludlow & Squier was incorporated with Mr. Ludlow as president. In a year the company took into the firm Charles R. Wilcox as vice president and secretary. Mr. Ludlow now has his two sons with him, LeRoy



Mr. Ludlow makes no pretense of having the "finest" hardware establishment in the country, but there is a solid, substantial look about this tool department that bespeaks the character of the institution. In any event, they "do the business."

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LEROY M. LUDLOW

Next to Mrs. Ludlow, it is but natural that the sons should follow close in the father's affections, and in close succession is his love and pride in the institution. Mr. Ludlow's sons are valuable co-workers with him.



R. A. LUDLOW

There has been a natular curiosity on the part of many hardware dealers to know just what kind of an institution Mr. Ludlow conducts. This curiosity can be partially gratified, although the photographs do not do it justice.



It is the regret of the HARDWARE WORLD that they do not have the privilege of showing the photograph of Mrs. Ludlow, for in a way she may be said to be the power behind the institution, as love and affection are really the incentive that moves men to accomplishment.

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Another view of the Ludlow-Squier establishment, which does a larger retail hardware business, not alone in New Jersey, but in New York as well, than in any other institution.

M. Ludlow and R. Archer Ludlow, the latter a veteran of two years overseas service during the war.

On the World's Busiest Corner

It has been said that the corner of Market and Washington Sts. in Newark is the busiest corner in the world. Separated by only a few minutes from the metropolitan district of New York, a great volume of Mr. Ludlow's business reaches right into the heart of New York. In all directions the business reaches out and supplies the general hardware needs of this tremendous metropolitan community.

Builders' hardware and tools have been specially featured, although the company also distributes wrought iron pipe, steel pulleys, leather belting, belt lacers, sheets, sheet packing and contractors' supplies.

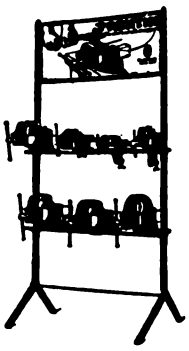
Mr. Ludlow is in no way narrow or constrained in his sympathies or actions. During the war he was chairman of the hardware section of the Newark Liberty Loan organization and he shows his public spirit consistently in community service.

Many Mansions in His House

Mr. Ludlow is a member of the Advisory Board of the Pennsylvania & Atlantic Seaboard Hardware Assn; president of the Metropolitan Hardware Assn.; director of the Hardware Mutual Fire Assn. of Pennsylvania; member of the Hardware Club of New York. He is also a trustee of the First Baptist Church and active in a number of fraternal orders; vice president of the Roseville Real Estate & Investment Co.; vice president of the Merchants Assn. of Newark; member of the Down Town Club of Newark; the Newark Athletic Club; Newark Board of Trade, and Kiwanis Club.

This is rather a formidable list of enterprises, but Mr. Ludlow is very decidedly a formidable fellow, unselfish of his time he is a shining example of the man who gives much and benefits much from organization experience and the broadening of mind which comes to those who mix with their fellows and comes to know them and be understood by them.

VISE SALES MADE EASY BY NEW PRENTISS VISE DISPLAY BOARD



After more than 50 years of experience in making and selling vises, the Prentiss Vise Company of New York is firmly of the opinion that dealers who have been considering the vise business a slow-moving, necessary evil, can with but little effort make it one of the best selling departments in their establishment.

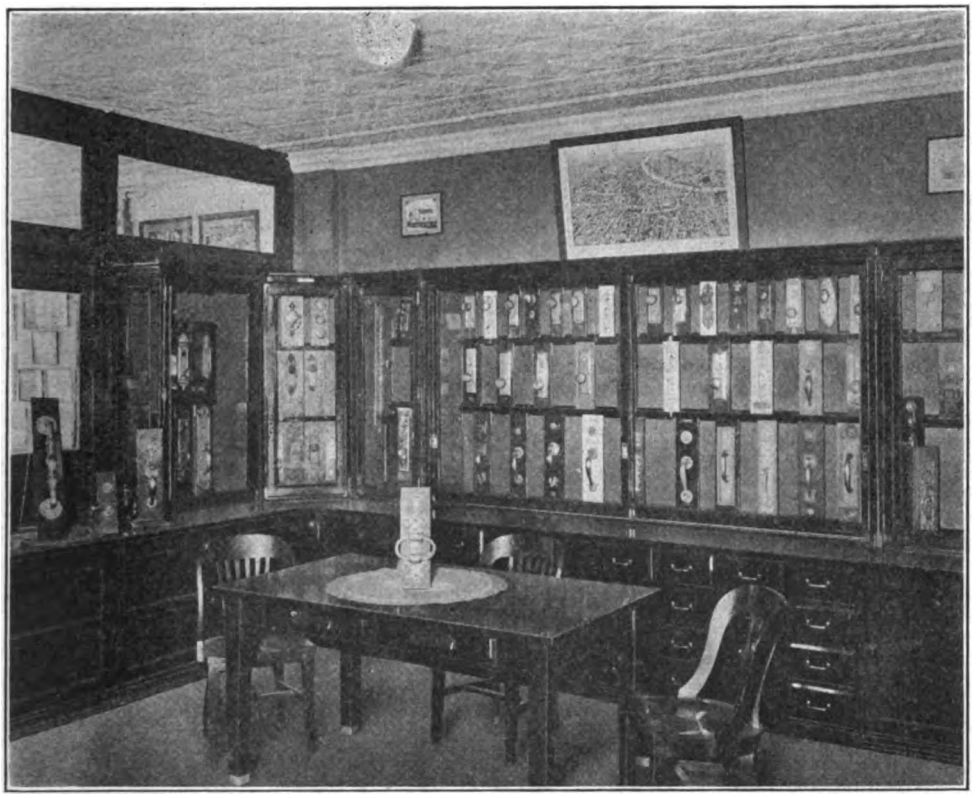
In justification of this theory, the Prentiss Company, which manufactures all types of vises from the tiniest jeweler's implement to the largest shop vise, points out that in every trade and industry, in the home and on the farm, vises are in as constant need as ten-penny nails or hammers and wrenches.

That vises have been allowed to fall into the "slow-moving" class is laid at the doors of the dealers, themselves. They have been hiding vises under counters or in remote corners in their stores and allowing them to "sleep" until some customer calls for one.

On the other hand, the Prentiss Company advances that if vises were properly displayed they would sell as easily as any article in the hardware stock.

To this end the Prentiss concern is furnishing dealers, free of charge, an exhibit stand of iron, Japanese finish, which can be placed in a convenient place in the store. Attached to the stand are types of vises most generally used. The exhibit will form a handsome addition to the store fixtures, a most interesting win-

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Builders' hardware is one in which Ludlow-Squier take much pride, and an enormous business is done. At its head is W. G. Van Ness, to whom much credit is due, but we could not prevail upon him to allow our readers to meet him face to face through our pages at this time.

dow display, to say nothing of the help it will be in increasing the sales of vises.

In offering this stand as the means to increase vise sales, the Prentiss Company are following the course laid down by Woolworth, of 5 and 10 cent store fame, who insisted that everything in his stores be displayed on the assumption that an article properly displayed created a desire to buy.

The Prentiss Company has just launched an extensive advertising campaign and is furnishing dealers with handsome colored window and counter cards which will do good work in helping dealers to "move the goods."

For particulars regarding the free sales stand and other features of the new sales campaign, address the Prentiss Vise Company, 107 Lafayette Street, New York City.

STEAM PRESSURE COOKING WINNING FRIENDS EVERYWHERE

"Steam the food," has become the cry of domestic science experts everywhere.

"Only a steam cooker," they claim, "will retain the health-giving properties of food, cereals, vegetables and meats."

In a recent lecture, Dr. R. S. Boynton of Bellingham, Washington, a member of the Central Society of Physical Therapeutists, stated: "Vegetable peelings and fruit rinds spell health, while milk not pasteurized is a nourishing food. But even this will not replace the vegetable water that goes down the kitchen sink. If people must throw away something, let them throw away the bulk of the peas and beans and potatoes and save the water, into which has been boiled all the nourishment that they contain."

By the steam pressure process each food is cooked in its own juice—as it should be in order to remain deliciously flavored, wholesome and nutritious. Time, fuel and attention spent in the preparation of foods for the table are greatly reduced.

To meet the large and ever-increasing demand for an appliance which would allow every housewife to enjoy and profit by the new science, the Northwestern Steel & Iron Works, Eau Claire, Wis., has developed and placed on the market the National Aluminum Steam Pressure Cooker.

In the National, food is cooked under a uniform steam pressure of from one to twenty pounds—a pressure that is equal throughout the interior of the cooker.

Because of this the steam quickly penetrates the food and completes the cooking process in much less time than would be possible by any other method. Furthermore, uniformity and equality of pressure prevents any possibility of escape of either flavor or nutritive value. The result is better and more thoroughly cooked food with all its flavor and wholesomeness retained.

Cooked in a National, the toughest meat or fowl becomes deliciously tender. The thrifty housewife soon finds that she can materially reduce her food bills by using cheaper cuts of meat.

Once the food to be prepared is placed in the cooker, the only attention necessary is during the few moments required to generate the desired steam pressure. The heat is then reduced to a point just sufficient to maintain the pressure. Foods require no turning, no basting, no watching—they cannot stick or burn.

National Steam Pressure Cookers are constructed along strict quality lines. Each outfit is thoroughly tested before leaving the factory and each one carries an absolute guarantee, perfect material and workmanship.

Nation-wide publicity in the leading women's magazines and other publications is but a part of the well-developed and far-reaching selling plan which is being carried to thousands of women every month.

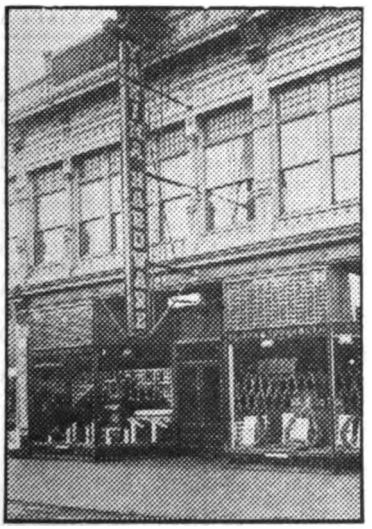
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One of the most enterprising and progressive hardware jobbers in the far West is the Yakima Hardware Co., and that they have the facilities for handling the trade in their territory is plainly evidenced by two of their warehouses shown herewith.



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YAKIMA HARDWARE COMPANY'S 40TH BIRTHDAY

The West is a region of magnificent distances and widely scattered centers of distribution, from which focal buying points trade lines run out like the radials on a spider's web.

As the country becomes more and more settled and more thickly populated, new distributing centers are established, and new jobbing houses have grown up, usually from the ranks of prominent enterprising retail merchants in the larger cities in the territory.

Such a comparatively new member of the family of jobbers, but among the older hardware houses in the West, is the Yakima Hardware Co. In the center of the great apple and wheat growing district of the Yakima Valley, this rich region in central Washington will be more important through the government Columbia River Irrigation Project.

The Yakima Hardware Co. was established in 1881, when the town was first pioneered, the first proprietors being Messrs. Imbrie & Rowe. These men secured their supplies from Portland, up the Columbia to The Dalles and thence by pack train to Yakima City.

Between the partnership of those days and the corporation of today, the capital has grown to $500,000, with a great warehouse and a wholesale department which supplies the entire center of the state and the ever-growing retail business.

Five traveling men represent the company on the road. During the last year, 117 carloads of merchandise have been received at the warehouse, while 15 carloads were routed direct from eastern factories to wholesale customers.

The company has been working on a general catalog for some time and it is now in the printers' hands.

The officers of the company are: Geo. S. Rankin, president; R. C. Sinclair, vice president; W. A. Bell, secretary and general manager; E. A. Townsan, treasurer; A. E. Darling, sales manager of the wholesale department, and Geo. V. Rankin, sales manager of the retail department.

NEW ONEIDA DESIGN

The Oneida Community, Ltd., have just brought out a new design in Community plate—the Grosvenor. It is a raised design of the Adam period, in bright platinum finish, and is attracting much favorable attention from the trade. Aside from the style of finish, the feature that is attracting most interest, perhaps, is the knife blade, which is of the French style.

Many aggressive dealers are stocking this line.



"JUDGE" GROSSCUP INSPIRES WESTERN TRADE

One of the "leavening" influences at work last month to "raise" the trade "loaf" was the visit of "Judge" Harlan G. Grosscup, western sales manager for the Lovell Manufacturing Co., Erie, Pennsylvania.

Although Mr. Grosscup has represented the Lovell Manufacturing Co. for nearly ten years, and is not a newcomer in the West, nevertheless there is always a mutual pleasure and satisfaction in renewing old friendships, making new ones, and bringing Lovell Wringers to the attention of the buyers.

Mr. Grosscup finds the need of increased thrift and economy an advantage to the manufacturer of such household saving devices, as wringers. As a balm-spreader for the housewife, Mr. Grosscup finds that his work shows more and more possibilities as time goes on, and his natural enthusiasm for Lovell wringers as well as his optimism and confidence in general business is reinforced by this conviction that he is bringing ease, comfort and saving to the community and the national housewife in the behalf of the Lovell Mfg. Co.

The Guyman-Wilson Lumber Co. of Wichita, Kans., are adding automobile accessories, builders' hardware and sporting goods to their stock.

WE WANT BETWEEN NOW AND JUNE 1st

to place "Live Wire" Commission Salesmen in every State in the Union. To sell from colored photograph catalogue the greatest Toy line in America. This line comprises over fifty fast selling items to jobber, department store and dealer. Advertised throughout America and in some foreign trade papers. Liberal commissions on first and all repeat orders. Sales helps for you and your trade. Must be acquainted and have clientele established.

Send three recommendations with your application or no attention paid.

We made the BIG HIT of the New York Toy Fair and as this goes to press we are duplicating our New York success at the Chicago Toy Exhibition, Great Northern Hotel.

Assortments, too, that sell easy and run into money. Line new and original, not competitive. A REAL MAN'S JOB. A great side line.

TOY COMPANY OF AMERICA
Jas. H. Cumming, Sales Manager
RIVERSIDE, ILL.

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R. R. EAST TURNS WEST

There was a most harmonious clashing of several compass points without noticeable change in the weather last month when Ray R. East manager of the automobile fittings division of the Clifton Mfg. Co., at Waco, Texas, visited the far western offices and customers of the company. The fact that Mr. East was christened "Ray" is in every sense appropriate, for he radiates energy, enthusiasm, good nature and a fine optimistic outlook on conditions as they are.

The company's motto, "Clifton cover better than others," is well borne out by Manager East, who accompanied President A. T. Clifton on this western trip. Mr. East has spent his life in the field of vehicle manufacturing and he is in every sense qualified to carry on the work in which he is now engaged. For many years he was with the Marshalltown Buggy Co. at Marshalltown, Iowa, his native region. When the buggy business declined he joined as so many of the vehicle trade in taking up the automobile business with the Gates Manufacturing Co. at Indianapolis, five years ago. About a year ago the Clifton Mfg. Co. was fortunate in securing Mr. East's services, and he has in every way justified the responsibility which has been placed in and under him.

Situated in the midst of the cotton growing region and with a great volume of business in cotton and canvas goods manufacturing, naturally the Clifton Mfg. Co. is well situated to supply the most exacting demand for automobile tops, curtains and automobile fabric equipment of all kinds.

The company's new catalog No. 7, artistically arranged and well published, illustrates the complete line of Clifton automobile products, moreover giving an actual sample from every bolt of all lines and styles of seat coverings, as well as top and tire cover materials, so that customers may order by number and know just what they may expect.

VICTORY MOTOR CO. RE-ORGANIZES

The Victory Motor Company of Niles, Calif., has reorganized to become the Victory Manufacturing Company. The incorporators are Charles S. James, H. J. James, E. W. McPherson, W. A. Wellington and Arthur E. Biggins.

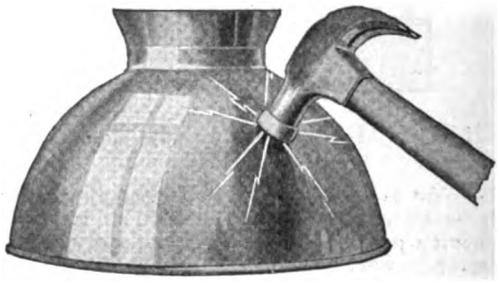
C. E. Artman, formerly with the Shapleigh Hardware Co. of St. Louis, is new manager of the A. J. Broadwater Hardware Co. at Havre, Montana.

OUT-"WITTING" THE SANITARY HOUSEWIFE

Substantial, sanitary, safe—these three words in brief express the chief characteristics of Witt corrugated garbage pails, claimed by the manufacturers to be the heaviest and strongest pails on the market and of the same quality which has characterized the Witt corrugated ash cans.

The pails are wrought of heavy corrugated steel with heavy bottoms and lids galvanized after being formed and riveted, thus closing all seams and joints, making the containers absolutely water-tight. Each pail is given a water test before leaving the factory.

Witt pails are made in four sizes—5, 6 6-10, 8¼ and 10 gallons. The Witt Cornice Co., of Cincinnati, Ohio, are represented in the West by the Griffith Sales Co., 693 Mission St., San Francisco, and stocks are carried by jobbers throughout the West.



SHADE AS STRONG AS THE LAMP

A new Quick-Lite lamp shade—No. 334—has just been placed on the market by the Coleman Lamp Co., Wichita, Kan., and is already meeting with popular favor with the trade, officials state.

This shade is the result of an insistent demand made on the company by customers for a Quick-Lite shade that couldn't be broken. It will fit any Quick-Lite lamp, is made of white enameled steel, is handsome in design and harmonizes with the beauty of the lamp. It is particularly fitted for use in factories, restaurants, depots, offices, work shops, wherever an ordinary lamp shade would soon be smashed.

Merchants with customers who want a Quick-Lite shade that will last as long as the lamp can now meet this requirement with a No. 334.

COMPLETE TOOL GRINDER LINE

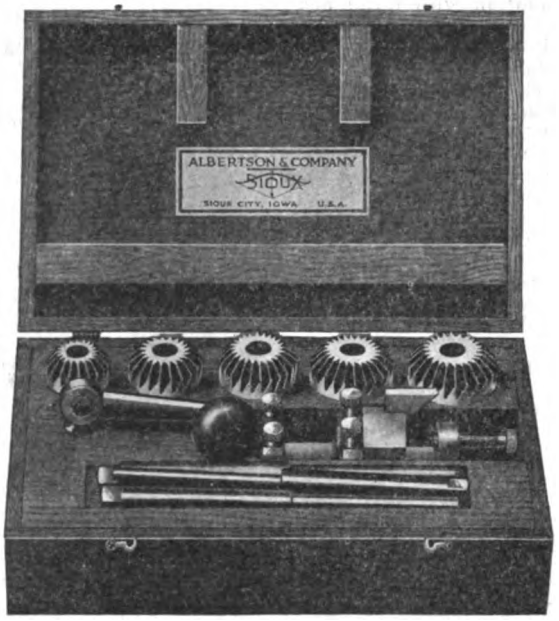
The Prairie du Chien Tool Co. (Wisconsin), manufacturing high grade hand, foot and power tool grinders, are equipping their machines with Norton crystolon and aluminum abrasive wheels, among the best on the market. The mechanical construction of their machines is consistent with the motto, "Quality Tool Grinders."

One of their new models is creating considerable interest in the trade, as it is a great improvement on former types in the market. The two-position double grit grinding wheel hand grinder for carpenters may be placed in two positive, rigid positions—vertical and horizontal. The machine is massive, heavy and highly geared.

The company in its modern factory, equipped with the latest types of machinery, is bidding for the business of the whole country with a complete sales organization. They have their demonstrators working through the rural districts and their special salesmen calling on the dealer and jobbing trade, in addition to connections with some of the largest manufacturers' representatives in the country.

The western representatives of the line are as follows: John F. Kegley, Lankershim, California; J. G. Bowers, 304 Finance Bldg., Kansas City, Mo.; George H. Ische, Iowa, Minn., N. D., S. D. and Wis.; Southern Rep., John E. Chumbley & Co., Nashville, Tenn.

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Patented — February 17, 1914 — February 26, 1918

SIOUX TOOL SET

Sioux Supremacy

Mechanics are quick to recognize the value of practical and dependable tools.

That's why Sioux Tools are standard the world over.

All Live Jobbers Handle Them

Albertson & Company
Sioux City, Iowa

SIOUX
Trade Mark Reg U.S. Patent Office

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AUTOSTROP SALESMEN AS AIDS

At the AutoStrop sales convention in New York recently, a new form of cooperation with retail merchants was suggested.

The AutoStrop salesmen, it was pointed out, are visiting every state in the Union and picking up new and profitable merchandising ideas wherever they go. If they should pool these ideas and pass them on to the dealers, every AutoStrop dealer would profit from the information gained by the whole sales force.

Before the convention broke up, a resolution was passed amid great enthusiasm, providing that this suggestion be adopted. Henceforth the best merchandising ideas picked up by each AutoStrop salesman will be passed on to all the rest of the force, who in turn will pass them on to each AutoStrop dealer.

Within the last few months, the demands for increased output and the need of greater office space have become so pressing that the AutoStrop Safety Razor Co. has entirely remodeled Factory No. 1, located at 38th Street and First Avenue, New York.

By the addition of two whole floors this buillding will now accommodate the executive, engineering, draughting and manufacturing departments. The tannery is located in Newark, N. J.

The other factories of the AutoStrop Safety Razor Company are Factory No. 2 at 83-87 Duke Street, Toronto, and No. 3 at 197-207 City Road, E. C. 1, London.



AutoStrop Factory at 656 First Ave., New York, where the General Offices are now located.



The AutoStrop sales force assembled at the recent New York Convention.

SUCCESS HEATER CO. SUCCEEDS

The Success Heater & Mfg. Co. is the new name of what was formerly the Donald B. Howard Heater Co. Their offices are at 1015 Murphy St., Des Moines, Iowa, where they are manufacturing furnaces and heating appliances.

Lloyd W. Jennings has become a partner of H. P. Waite & Co. at McCook, Neb.

LaRue & Linn have purchased the I. J. Leonard stock at Bisbee, N. D.

I. H. Hughes has purchased a controlling interest in the Hughes Hardware Co. at Wilburton, Okla.

F. A. Bartlett is a new member of the hardware trade at Scenic, S. D.

The Sellstrom Hardware Co. has been incorporated at Elgin, Texas, to specialize in automobile accessories, hardware, sporting goods and stoves.

The Archer-Stuart Hardware Co. has succeeded the Archer-Coffey Hardware Co. at Houston, Texas, and is increasing the stock from $10,000 to $25,000.

REPRESENTING LANE BROS. CO.

Hughson & Merton, Inc., Portland, San Francisco and Los Angeles, have been appointed sales representatives for the entire line of Lane Brothers Co., Poughkeepsie, N. Y., who specialize in the manufacture of a comprehensive assortment of sliding door hangers.

The Lane "H-C" (Handle-Control) Jack is well known, adapted for all kinds and sizes of pleasure cars, also for commercial vehicles. This new combination—long established and well known products sold through such a progressive and reliable organization as that of Hughson & Merton, Inc.—forecasts a continuance of the solid distribution that has always been the good fortune of Lane products in the West.

E. N. Simon, Frank Simon and Edward Keene have purchased from Frank J. Chapman his half interest in the Salem Hardware Co. at Salem, Oregon, heretofore owned by Baumgartner & Chapman. Mr. Baumgartner still retains his half interest in the concern.

The Quality Hardware Co., Bloomington, Ind., formerly Foster & Huddleson, are materially adding to their lines of automobile accessories, hardware, farm implements, sporting goods and house furnishings of every description. They will be glad to receive manufacturers' catalogs.

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H. R. HENDERSON, PRESIDENT
G. M. HENDERSON, VICE-PRES.
P. X. GERAGHTY, SEC'Y AND TREAS.

CABLE ADDRESS
"ABSORENCO" ST. LOUIS
WESTERN UNION CODE USED

ESTABLISHED
1891
INCORPORATED 1905

THE Absorene MFG CO.

ABSORBS DIRT

MANUFACTURERS OF WALLPAPER FRESCO AND PAINT CLEANING PREPARATIONS.

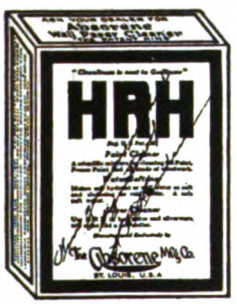
FACTORY AND GENERAL OFFICE
ABSORENE BUILDING
1609-11-13-15-17
N. FOURTEENTH ST.
ST. LOUIS, MO.

May 1, 1921.



ABSORENE
WALL PAPER CLEANER
THE ONLY U. S. PATENT

HRH
PAINT CLEANER
AND
WATER SOFTENER



CHICAGO
8007 FORESTVILLE AVENUE
PHONE DREXEL 8787

DISTRIBUTING AGENCIES
IN ALL LARGE CITIES

ATTENTION! DEALERS.

We've got a proposition on ABSORENE Wall Paper Cleaner that you ought to know about, if you are not already handling it. It is the only Wall Paper Cleaner made under U. S. Patent, and is quite different and much more wonderful in action than anything you have ever seen—That's why mechanics all over the country prefer it.

When it comes to advertising matter, dealer helps and promotion work to make ABSORENE sell for you, that's where we shine! We are so sure that our goods will sell with your help, that we absolutely guarantee the sale of every can you buy—If it doesn't sell we must make it sell, inasmuch as we are responsible for it while it is on your shelves. We guarantee ABSORENE to keep fresh ALWAYS—If it doesn't we pay forfeit by making good, which is a mighty good reason why we are interested in the sale of every can you buy.

And—HRH—That's another thing you ought to have in stock—all the time—in readiness for the call of the Painter as well as the Housewife—It's "SOMETHING GREAT FOR CLEANING PAINT"—And you can buy it so you can retail it for 15c a package and make a big profit. We have a **Special Deal** on the **first gross of HRH** you buy—288 Free Samples and a lot of circulars, signs, and advertising matter generally.

Write us for our offer on HRH, and a trial package. Also write us for a Sample can of ABSORENE.

We sell jobbers in every state and in every large city in the United States.

THIS IS AN ABSORENE YEAR! "WATCH US GROW."

Yours very truly,

THE ABSORENE MFG. COMPANY,
H. R. Henderson, Pres. and Gen. Mgr.

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MAKING A PLEASED PAINT CUSTOMER

Making the goods stay sold, and repeat business, are as important in building up a following as is the salesmanship that sells the first bill of goods. Hence it is to the salesman's interest to inquire what the goods are to be used for, how it is intended to apply them, etc.

In many cases there are two different classes of material that can be used—some under certain conditions; others under other conditions. For instance, either a color varnish or an oil paint may be used in many cases. However, color varnish is not ordinarily well adapted for exterior use—and color varnish should be thinned with turpentine, and an oil paint for use on exterior surfaces with raw linseed oil. In making any sale where the salesman has the least doubt about the buyer having a clear understanding regarding the use of the materials, an explanation of its uses and application should be made.

Don't Be Afraid to Ask Questions

When a customer asks you the price of paint, do not answer him directly, so much per gallon. Keep away from the price per gallon as much as possible and as long as possible. Begin talking to him in an interesting way about paint and the value of painting. Find out the size of his house, show him color combinations, etc.

When his desire to have the house improved in appearance has become pretty apparent, skillfully turn to the matter of price, not at the price per gallon, but on the basis of total cost for a job to last five or six years.

Tell him that this expense will not come again for about five or six years, and this will mean an average of only so much per year. When carefully presented, this sounds reasonable, and the prospect is not scared out of painting by the high cost per gallon, or prompted to look around among other dealers to beat the price per gallon.

There is the salesman who doesn't appear to have any interest in his goods. He doesn't get anywhere. Then there is the salesman who is full of pep. He surveys his goods with the same admiration an art lover shows when he gazes for the first time on the work of a master.

Practical Demonstrations

Practical demonstrations are invaluable in closing sales when your customers are undecided as to whether or not to buy. Demonstrations have talking backed off the map. In this day and age most people have to be shown to be convinced. Any paint manufacturer can advise you of a number of simple but interesting tests that can be easily made with his goods.

Specializing on one product is a good idea. A clerk in a retail store was strong for "Somebody's Enamel"—so strong that he talked it to every customer. This store, in a medium sized town, sold from 200 to 250 gallons of high priced enamel as a result of this clerk's work—all to owners and housewives.

To the salesman who is out to make a record and roll up a volume of business that will impel his advancement in the trade, there is another factor quite as important as the presentation of the goods. This is the management of his time.

Time is the greatest asset in the world for the successful man. No time need be wasted. Even with the store salesman whose duties require him to be always on the job inside the store, every moment can be made to count.

WELCOME RUFF STUFF

"Sandpaper Sales Tips" should be a most valuable aid to any merchant in connection with his sandpaper and abrasive sales. The booklet has just been published by the Wausau Abrasives Co., of Chicago and Wisconsin, and is said to be edited by Chief Ruff-Stuff, whose full page picture appears as a frontispiece in this volume.

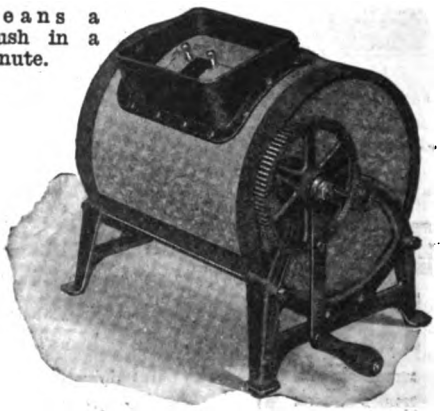
In this nicely published booklet, valuable suggestions are given in selling sandpaper and abrasives in general, as well as a thorough description of the Wausau products and the factory. The company will be glad to send a booklet to any reader of the HARDWARE WORLD who applies for it, and who has not already been supplied.

The Morton Hardware Co., Morton, Washington, are improving their store facilities and otherwise adding to their equipment.

J. C. Whitehead, formerly in business at Humboldt, Arizona, is opening a hardware, enamel ware, crockery and furniture store at Kingman, Arizona.

The Lightning Paint Brush Cleaner

Cleans a Brush in a Minute.



THE LIGHTNING PAINT BRUSH CLEANER is the only paint brush cleaning machine ever placed on the market. It cleans so quickly and thoroughly that brushes can be taken from the strongest colors and almost immediately used in snowy white without carrying the faintest trace of color.

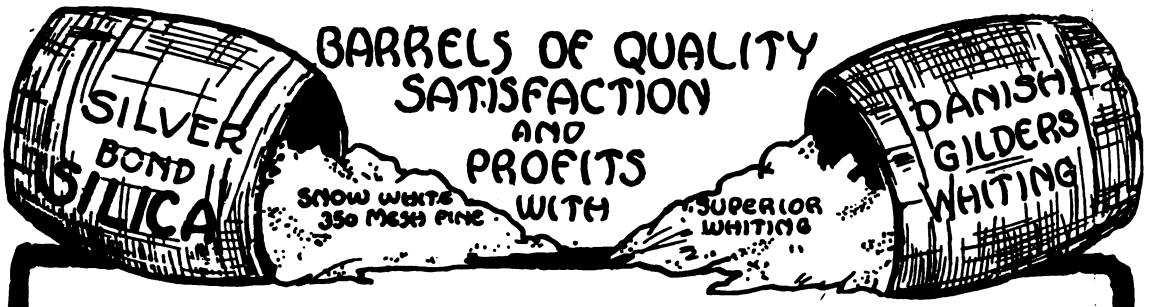
It saves 95% of brush cleaning time—It prevents the formation of a heel and thereby lengthens the life of the brush 30%—It saves 100% of brush soaking fluid—It reduces the brush investment from 25% to 50%—It is the only method of thoroughly cleaning lousy varnish brushes.

This means a tremendous annual saving to manufacturers and contracting painters, an amount equalling many times the cost of the machine.

We need dealers and agents throughout the United States and Canada. It's an interesting proposition.

Write **STEWART-SKINNER CO. Worcester, Mass.**
Sole Manufacturers

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BUY DIRECT FROM MINERS AND GRINDERS
At PRE-WAR PRICES

AND ALWAYS GET SAME UNIFORM HIGH QUALITY

FOR PAINTS—WOOD FILLERS—POLISHES

Silver Bond Silica — Highest grade, water ground and water floated Rock Silica. 25% mixed with pure lead makes a better paint — wears longer — prevents chalking and checking. It is not an adulterant. Also makes highest grade wood fillers. Our "Silica Catechism" will be sent you upon request and will give you further valuable information and formulaes for mixing your own paint. **Per lb. 1½c** 200-lb. Bags or 350-lb. Barrels

FOR KALSOMINES—PUTTY—PAINT

Danish Gilder's Whiting — Danish Gilder's Whiting is superior in color, fineness, and uniformity to Imported Whiting. It is the finest Whiting in every respect for paints, kalsomines, frescoes and putty. **Per lb. 1½c** 150-lb. Bags or 350-lb. Barrels

Paris White — Paris White is 1c lb. higher than Whiting. A dust in fineness and light in weight; barrel weight, 200 lbs.

Golden Yellow Ochre — Insures superior results because of its strong and clear tinting qualities. It is the Peer of all American Ochre and is very finely ground to a smooth, even texture. **Per lb. 2½c** 350-lb. Barrels

Natural Grey Ochre — Is a natural, not a compounded color, producing beautiful fine gray tints of any shade desired. Very finely ground and strong in tinting qualities. **Per lb. 1¾c** 100-lb. Bags or 350-lb. Barrels

A NEW DRY COLOR

IXL Metallic Brown — A true Chocolate Brown and not a reddish brown; 61% Iron Oxide; 300 mesh fine; very smooth; Standardize this as your own individual Brown. **Per lb. 3c** 100-lb. Bags or 300-lb. Barrels

Oran Venetian Red — A strong, clear red color that gives your tints a special individual tone. Kegs 1c per lb. higher than Barrels. **Per lb. 4¼c** 100-lb. Kegs or 350-lb. Barrels

Italian Pumice Stone — Guaranteed to give satisfaction for all purposes. All grades from FFF grade finest to G3 grade coarsest. **Per lb. 4c** 200-lb. Bags or 350-lb. Barrels

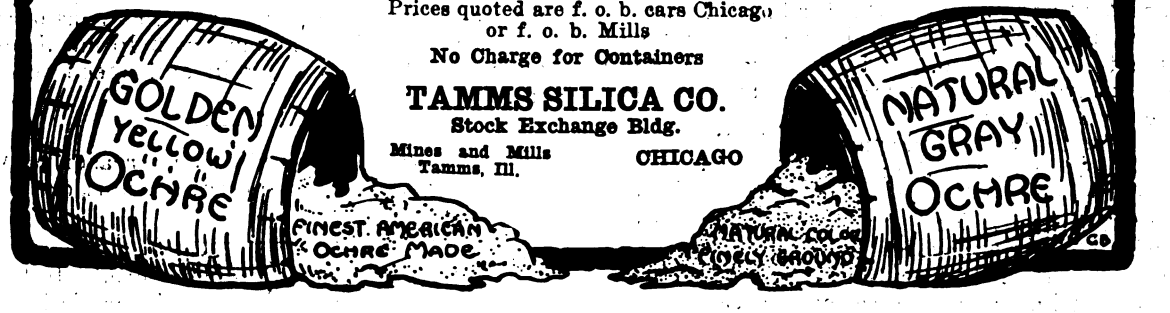
Superfine Dental Plaster Paris — This product is the finest Plaster Paris produced for all purposes. It is very white and very finely ground, firm, quick setting — hardens readily. The Best Plaster Paris on the market. **Per lb. 2½c** 250-lb. Barrels

ALSO OFFER AT VERY LOW PRICES:

China Clay—Soapstone—Precipitated Chalk—Siennas and Umbers

Prices quoted are f. o. b. cars Chicago or f. o. b. Mills

No Charge for Containers



TAMMS SILICA CO.
Stock Exchange Bldg.
Mines and Mills Tamms, Ill. CHICAGO

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A large percentage of the HARDWARE WORLD readers sell bicycles, but perhaps all of our readers are not aware of the extent to which some of our housefurnishing subscribers are engaged in this line. Typical of this, however, is the Powers Furniture Co. of Portland, Oregon, who sell on an average of 250 bicycles per year, 98 per cent of which are sold to children.

Mr. Diedrich, however, holds to the belief that no housefurnishing store can make a success of a factory name plate wheel, hence most of their bicycles are sold under their own brand. Continued advertising and special window displays are followed.

The particular display shown herewith had a painted out-of-doors background with a lot of greens, some young trees, and a sprinkling of artificial flowers. The figures on the bicycles were painted on wall board and cut out.

BARGAIN TIRES EXPENSIVE LUXURIES

Gyp tire methods have boomeranged. The passing of the "game" is the outstanding fact in the reconstruction period. It is a business now—the hazard has lost its lure. The game was a scramble for sales at any odds with no thought of anything but deals. It was "take it or leave it but on with the game."

Today car owners realize that to buy standard makes is the first principle of tire economy. Bargain tires are expensive luxuries. Service in the full meaning of the word is coming into its own. Vulcanization is being scientifically taught and found profitable. The new slogan is, "Get out of the game and into the business."

The "I haven't got time to monkey with such things" attitude of car owners has undergone a like transition. It is popular to take care of tires to give them a square deal in the mileage demanded of them. The "What do I care, that tire is guaranteed for blank thousand miles, and if I don't get it the company will have to make it right" is being forgotten in the onward sweep of the conservation movement of the reconstruction.

"Use the valve and spare the tire" is one of the most popular of the new slogans. It is popularly recognized that fully seventy-five per cent of the motorists' tire trouble is due to underinflation. Every motorist has a part and every dealer a part in the program to enable this most important accessory to give uniform, long distance, low cost mileage.

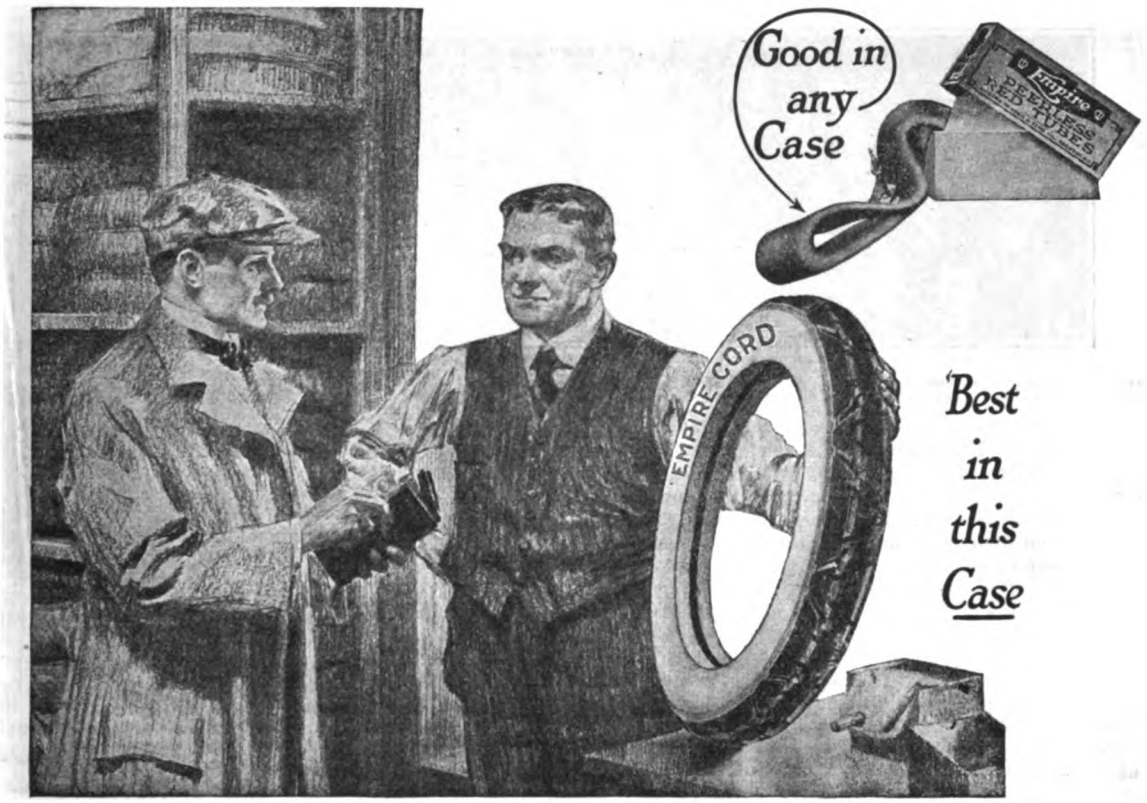
MY AUTO, 'TIS OF THEE

My auto, 'tis of thee, short road to poverty—of thee I chant. I blew a pile of dough on you three years ago; now you refuse to go—or won't or can't. Through town and countryside, you were my joy and pride, a happy day. I loved thy gaudy hue, the nice white tires new; but you're down and out for true, in every way. To thee, old rattlebox, came many bumps and knocks; for thee I grieve. Badly thy top is torn; frayed are thy seats and worn; the whooping cough affects thy horn, I do believe. Thy perfume swells the breeze, while good folks choke and wheeze as we pass by. I paid for thee a price 'twould buy a mansion twice; now everybody's yelling "ice"—I wonder why. Thy motor has the grip, thy spark plug has the pip, and woe is thine. I, too, have suffered chills, fatigue and kindred ills, endeavoring to pay my bills, since thou were mine. Gone is my bank roll now, no more 'twould choke a cow, as once before. Yet, if I had the mon, so help me, John—amen, I'd buy a car again and speed some more.

Because you give credit is no reason why you should give indefinite credit. Short credits make long friends.

Don't be afraid to refuse more credit to the man who does not pay his bills. There is little to be gained by throwing good money after bad.

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The Empire user always returns for more

A DEALER who is a good salesman and sufficiently aggressive can persuade most of his customers to try at least one of almost any make of tires.

But the highly successful dealer is not so much interested in selling his customer just one tire, as he is in selling him a tire so good that he will come back for more as a matter of course.

Many a dealer of brilliant selling ability attains only a mediocre success because he does not thoroughly appreciate the value of handling a product that, after it has been sold once to his customers, requires no display of his selling ability to sell it to them again.

Many dealers have built an established success in their line by selling Empires. They have found that they seldom sell a customer only one Empire. Almost invariably his replacements are Empires, too.

The reason for this is that Empire has had for thirty-four years an unexcelled reputation for expertness in the manufacture of rubber goods. It was not to be expected, when Empire first gave its name to a tire many years ago, that it would jeopardize its nation-wide good-will by making **Empire Tires** anything but the best.

By selling **Empire Tires** you can build for yourself a good-will with your customers that is more valuable to you today than it has ever been. And it will pay you, for you will find the Empire dealer proposition very interesting.

Empire Rubber & Tire Company
Trenton, New Jersey

Empire Tires and Tubes

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EARNEST, ENERGETIC, EXPERIENCED GROUP OF MOUNTAIN BRED HARDWARE MEN

Here is the collected strength of the sales force of the Salt Lake Hardware Co., when these live-wire hardware rustlers came down from the mountains and up from the hollows at the time of the company's recent sales convention. For an entire week the sales family talked over sales and general business problems and local conditions.

Representatives from the factories of a number of the main lines which the company sells talked to the assembled salesmen. Emphasis was laid on the fact that there is plenty of business to be had this year for the man who goes after it. The salesmen went away realizing that in 1921 they are to be salesmen rather than order takers and that "business is good."

We beg to introduce these lucky men who live so near the angels that they take on some of their physical aspects.

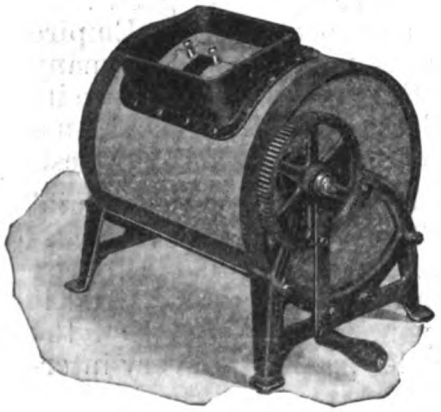
Top row, left to right—A. B. Morrison, Idaho Falls; J. G. Pinkham, Dillon, Mont.; W. C. Deacon, Elko, Nev.; G. P. Stephenson, Delta, Utah; G. B. Hoffman, wholesale house salesman; T. J. Welcker, special machinery salesman; W. Welbrecht, manager catalogue department; Charles Wardrop, special machinery salesman; H. P. Lambrecht, manager heavy hardware department; C. B. Erb, manager builders' hardware and paint department; G. M. Donohue, manager house furnishing department; J. G. Fleisch, office manager.

Second row—Carl Flamm, Reno, Nev.; A. W. Hooper, manager claim department; V. W. Lawson, special harness salesman; R. R. Thomas, city salesman; W. E. Leppard, Pocatello, Idaho; G. M. Nichols, manager credit department; W. J. Horton, Rocks Springs, Wyo.; Wilford Swalberg, special accessory salesman; J. A. Hansen, special accessory salesman; R. A. Harding, manager harness department; G. B. McKee, manager automobile accessory department; E. Christensen, Cedar City, Utah.; W. F. White, Ogden, Utah; A. K. Cross, Ogden, Utah; S. C. Howard, Salt Lake City; William Eger, manager costing department; K. P. Ellis, mining supply salesman.

Third row—William Thees, city wholesale desk; W. G. Crotty, Twin Falls, Idaho; H. A. Wagner, Blackfoot, Idaho; G. Bailey, Nephi, Utah; E. A. Knudsen, Salt Lake City; L. Beattie, special accessory salesman; J. E. Bott, Grand Junction, Colo.; C. H. Wheeler, manager retail store; A. W. Lowery, city salesman; Don L. Lenzl, Ogden, Utah; Oscar Hansen, Price, Utah; J. Herlihy, city salesman; E. H. Dorman, manager sporting goods department; John Lierley, Provo, Utah; S. H. Adams, manager machinery department.

Bottom row—C. A. Burnham, Logan, Utah; E. C. Helm, Boise, Idaho; A. D. Pier, wholesale house salesman; H. W. Keate, Richfield, Utah; J. D. Frampton, city salesman; S. E. Pier, sales manager; H. A. Schweikhart, vice president and general manager; B. F. Bauer, president; A. W. Workman, Burley, Idaho; W. E. Ballard, special accessory salesman; George A. Hone, Malad, Idaho; J. E. Frey, city salesman; H. E. Ryan, Weiser, Idaho; W. S. McCarthy, traffic manager.

MECHANICAL PAINT BRUSH CLEANER



The Stewart-Skinner Co. of Worcester, Mass., are placing on the market the Lightning paint brush cleaner. The makers claim this machine is destined to revolutionize the cleaning of paint, varnish and all finishing brushes. Since brush prices have advanced several hundred per cent, the brush cost in paint has been a serious problem, and when the dollar an hour painter spends from twenty minutes to half an hour cleaning a brush, it means something to the man who pays the bill.

With the Lightning paint brush cleaner this work is said to be done in less than a minute. The machine can be operated by a boy and the cleaning is done more thoroughly than by any other method, and with no injurious results to the brush.

The manufacturers claim the conservative estimates secured from practical paints show a—

Saving of actual cleaning time of 95 per cent.
Saving by lengthening life of brushes of 30 per cent.
Saving of brush soaking fluid of 100 per cent.
Saving of brush investment of 25 to 50 per cent.

In addition this machine provides the only method by which "lousy" brushes can be thoroughly cleaned. This means the elimination of a large percentage of the rubbing required on good work. The real saving in this respect though large is difficult to estimate.

R. Scothorn is successor to C. J. Speer at Laurens, Iowa, where he is carrying full lines of everything pertaining to a first class hardware, house furnishings and sporting goods store.

The Fremont (Indiana) Hardware Co. has been incorporated with a capital stock of $20,000 to handle full lines of hardware, house furnishings and automobile accessories.

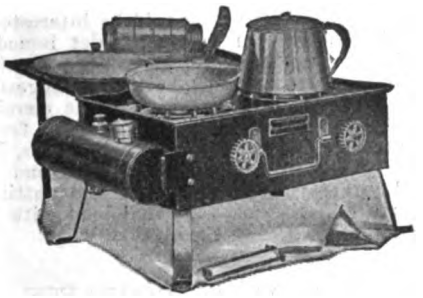
The Fisk Mercantile Co., Escalon, Calif., have secured the agency for the Moline Plow Co. line of tillage tools and implements. They are likewise opening a new hardware department.

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Summer Months— Your Opportunity

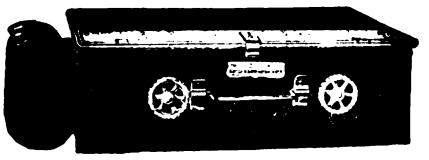
The greatest months of the year for outdoor life will soon be here. The camper, autoist, tourist — everyone is making plans for "the trips."



Two Burner Kit

Equipped $17.50

Unequipped $15.00



Two Burner Kit—Closed

(All Equipment Packed Inside)

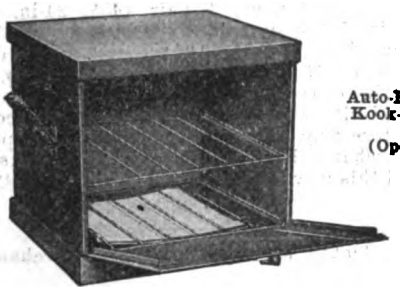
KAMP KOOK KIT

—increases the pleasure of the outdoor lover because it is the simplest, handiest, most compact "Kitchen" made, it burns the same gasoline as the car, it is free from dirt and muss—folds up like a suit case with all equipment inside.

—increases the dealer's profit, because there is a ready demand, your sales are backed by national advertising, dealers' helps and fair profits.

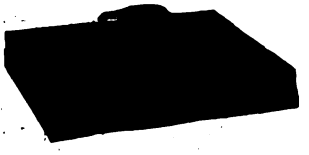
Auto Kamp Kook Kits are made in various sizes from the one burner "Hunter's Special" to the six party suit case outfit, and retail from $10.00 to $47.50.

Auto Kamp Kook Oven completes the equipment which makes possible all the joys of home cooking while outdoors. When not in use it folds up flat—12"x11"x2", and weighs only 5½ lbs. Price complete, $5.00.



Auto-Kamp-Kook-Oven

(Open)



Auto-Kamp-Kook-Oven

(Closed)

Order today and insure a supply to meet the summer demands.

Prentiss-Wabers Stove Co.

18 Spring Street

Wisconsin Rapids, Wisconsin

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GEORGE YOUNG A DOER

George H. Young, new sales manager for Marshall-Wells Company at Portland, is the type of young man who does things. In fact it was this very quality of enterprise, combined with energy that has sent him forward to gain the high executive position he now occupies.

Mr. Young began at the very bottom, without any influence, no previous connection with the hardware business on his own part or through any of his friends.

Mr. Young is a native of Davenport, Iowa, in the days of 1887, but escaped a career in the washing machine industry by moving away. He graduated from Iowa State College at Ames, meanwhile selling things. First it was poles and shafts, then cement stone making machinery. During his college days he worked for an implement factory demonstrating corn planters, hay loaders and gasoline engines at the county and state fairs through his home region.

The crisis in Mr. Young's life came in June, 1910. On the 7th of that month he was married to Bernice Baker of Des Moines. Two days later he graduated from college and was confronted with the twin problems of settling up and settling down. Therefore it was that he went to Duluth and entered the employ of Marshall-Wells.

He started in the hardware business as flunkey to the stock man in the tool department. As he now recalls, he spent very little time flunking and most of the time sweeping out. Being young in both name and enthusiasm, he was soon drafted for the paint and glass department as assistant manager. Four months more and he was paint salesman for the city of Duluth and then paint salesman for northern Minnesota.

Further Opportunities at Portland

At this stage in the journey, Manager Jay Smith of the Portland branch stepped onto the stage and extradited Mr. Young for his paint and glass department at Portland. The next act in the drama was a long one of steady development. After six years in Portland, the plumbing and heating department was added to Mr. Young's duties and in July, 1919, he began general sales work as secretary of the sales committee. Last August he was made Oregon sales manager, and with the resignation of E. C. Ward he became general sales manager in January, 1921.

Aside from his personal satisfaction and gratification in his rise, Mr. Young may be justly proud of the respect and admiration his co-workers, competitors and customers have for him.

With the organization and the trade behind him and the West in front of him, there is no heights to which he cannot further climb.

FEATURING FREEZERS IN SUMMER

With summer and the hot weather coming on, merchants may well think about their freezer business and the opportunity of supplying a demand that nature creates is very keen and real to the customer if caught at the right time by an attractive window display or magnetic advertising literature or possibly when buying something else in the store.

In this connection the trade should be interested in a few suggestions contained in a pamphlet issued by Beh & Co., selling agents for the Ritter Can & Specialty Co. The pamphlet is entitled, "Advertising Suggestions for the Acme Freezer," and suggests to the merchant how he may feature the two-quart $1.50 metal freezer which the company manufactures and distributes. Merchants who have not this literature at hand and who are interested in creating freezer trade and putting a live item on their shelves should correspond with Beh & Co., 106 Franklin St., New York City.

TWO NEW STANLEY BOOKLETS

The Stanley Works, under the auspices of its enterprising advertising manager, Ray Young, has just issued a booklet in typical Stanley style on the general subject, screen door hardware. This complete little booklet consists of 24 pages, is printed in two colors and describes the complete line of Stanley screen door hardware for doors and windows.

Another new four-page folder describes garage set No. 1780, which includes the following items: 2 pair 1458, 36-in. B. B. hinges; 1 pair 1458, 24-in. B. B. hinges; 1 pair 1773 door holder (cushion type); 1 only 1052 Cremone bolt; 1 only 1264 extra heavy duplex latch; 1 only Sc915 extra heavy padlock hasp, or 1 only 1096, 6-in. case bolt.

A copy of either or both of these on the counter should be interesting to any householder or prospective builder. Merchants handling the Stanley Works' line may well add this new booklet to their supply of Stanley literature.

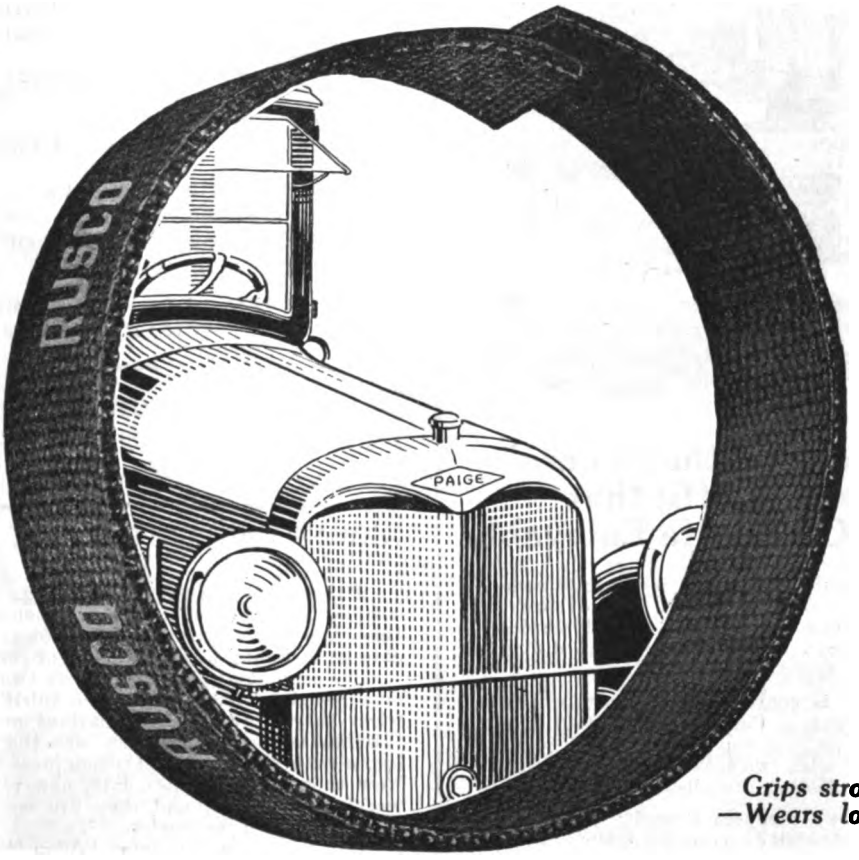
Truax & Benton are new hardware merchants at Kim, Colo.

Carl Strong is new proprietor of the R. H. Strong Co. at Ozark, Ark. No change will be made in the name.

R. A. Chenoweth and S. P. Weaver, formerly of Sprague, Wash., have formed the Columbia Hdwe. Co., with a capital stock of $20,000, and bought the stock of W. D. Schutt at Pasco.

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RUSCO
BRAKE LINING



Grips strongest
—Wears longest

"Luxurious Motoring"—

Paige—"the most beautiful car in America"—also, in the words of the manufacturers, "satisfies every demand of luxurious motoring."

Accordingly, each vital feature of Paige equipment must contribute its quota toward **comfort, convenience** and **safety.** For here is the triumvirate which constitutes "luxurious motoring."

Paige's selection of RUSCO Brake Lining is significant.

RUSCO is a fine lining and nets you a real profit.
Recommend it for relining—with confidence.

THE RUSSELL MANUFACTURING CO., 519 Russell Avenue, Middletown, Conn.

New York, 349 Broadway
Atlanta, 60 S. Forsyth St.
BRANCH OFFICES:
Chicago, 1438 Michigan Ave.
Detroit, 162 Jefferson Ave., E.

Western Representative, JOHN T. ROWNTREE, Inc., Los Angeles, Calif.

Portland, Ore. San Francisco Seattle Salt Lake City Denver Mexico City

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Hardy's "Campers Friend"



A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

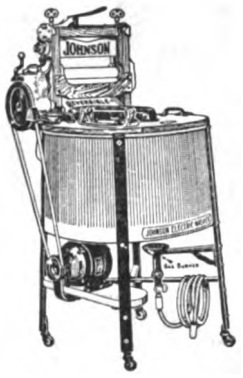
—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY

PORTLAND, OREGON

Johnson Electric Washer



A Household Necessity

The Lowest in Price

Most Economical in Operation and Maintenance

Requires Less Service Work

Lasts Longer

Equipped with special gas burner — Enclosed type motor. Solid copper tub, will not warp, leak, rust or burn out. Thousands in use on the Coast.

Liberal Dealer's Proposition
Write for Particulars

JOHNSON ELECTRIC WASHER CO.
Dept. E—4000 Adeline Street
Oakland, California

MAKING COMPLETE CHISEL LINE IN THE WEST

Although the Western Tool Mfg. Co., Seattle, is a comparatively new concern, nevertheless within a year's time they have turned out a complete line of cold chisels, including all that family of tools.

The company was organized by two returned service men who have shown the same spirit making tools as when they were fighting marines overseas. William Wilkins and O. F. Ashbery are the partners. They began with $50 and an old punch press and a hand forge. Now they have an up-to-date, new plant, several men working for them, and they are covering the entire Northwest with their sales.

The brand is "Triple A-Won," and is marked "AAA-1." There are over 350 separate tools in the line, including cold chisels from ¼-inch by 5-inch to 1⅜-inch by 14-inch. The punch line is complete, including auto drift punches, sizes running from ⅜-inch by 9-inch to ¾-inch by 16-inch. The cotter key puller is another feature of the line in 5-16-inch and ⅜-inch sizes. Pinch bars come ⅜-inch by 10-inch to ¾-inch by 30-inch. In addition there is a complete line of chisels, round nose and plain cape.

One of their best combinations has been a magneto set for auto work, including 3 chisels, center punch, 2 pin, and a hand punch, a diamond point, cape chisel and a round nose cape.

The company has built a new factory at 108 W. Nickerson St., Seattle, and we can testify to their enterprise, genuine enthusiasm and industry and surely we wish them well.

J. W. Ives and E. H. Luke are opening a hardware store at Los Banos, Calif.

The Cole Hardware Co. has taken over the stock and business of L. S. Stubbs at Bethany, Mo.

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BEACON

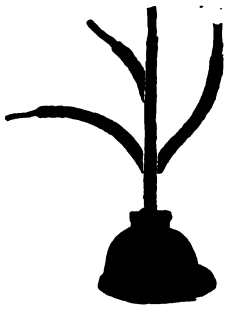


Flexible Spout

OILERS
FILLING CANS
FUNNELS

Standard Spout

MEASURE-
FUNNELS
MEASURES



An attractive and staple line affording quick turn-over and good profits. Send for literature. Order through your jobber.

MOOERS-WRIGHT CO. - 1400 Broadway, New York

Western Representatives, SPRAKE SALES CO., INC.

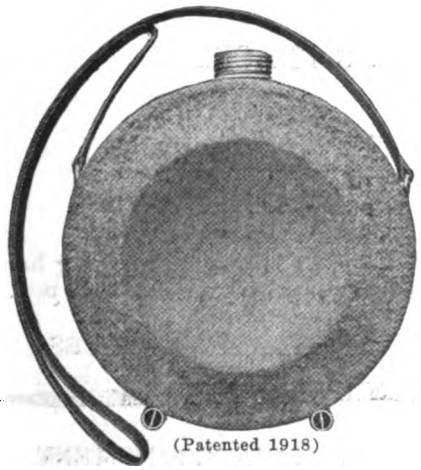
Los Angeles 216 Higgins Bldg. | San Francisco 525 Market St. | Portland 633 Railway Exchange Bldg. | Denver 504 Charles Bldg.



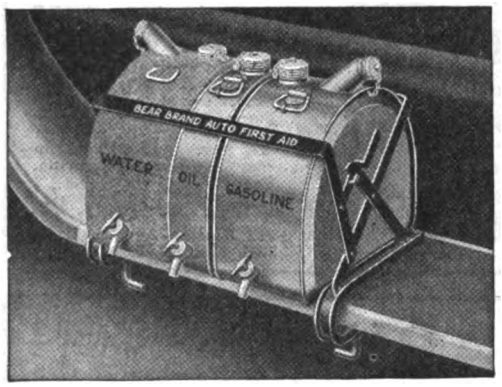




BEAR BRAND CANTEENS



(Patented 1918)



No. 50 First Aid Set

CANTEEN PERFECTION

Send for folders—See the full line—You will then insist on Bear Brand.

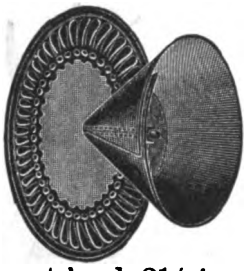
WOOLWINE METAL PRODUCTS COMPANY

Los Angeles, California—Eighth Street and Santa Fe Ave.

SALES OFFICES

Omer Cox, 604 Mission Street, San Francisco, California
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Dan M. Bell, 222 Slaughter Building, Dallas, Texas
Shailer & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Sands & Cox, San Fernando Building, Los Angeles, Cal.

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Kirch's Adjustable Flue Stops

Patented

Many fires are caused by people using cheap, and consequently poor flue stoppers.

You will have no such trouble if you use the KIRCH ADJUSTABLE.

The only stopper on the market that will keep the soot back 3½ in. from cover. Excludes gasses, fire, water and smoke.

Kirch's Adjustable Flue Thimble

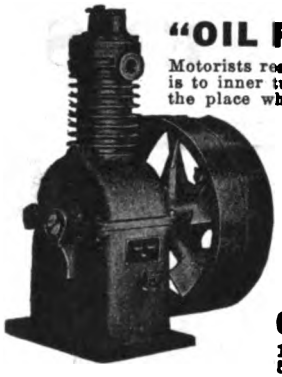
It is a Great Improvement Over the Old Style



Patented

It has a deep ridge pressed in, running around entire thimble, which
Prevents pipes pushing too far into flue.
Prevents pipes pulling out of flue, as it wedges and holds tight.
Prevents air passing into flue around the pipe.
Prevents water, soot or smoke entering the room.
It is adjustable, making a 6 or 7 in, thus saving the dealer the annoyance of carrying two sizes.
They nest close and come under a much lower freight rate.
They are no more expensive than the common thimble.
Packed one dozen in a roll, about three gross in a barrel, weight about 70 lbs. per gross.
We also make them adjustable 5 to 6 in. and 6 in. only, both in common and galvanized steel.

Manufactured by WEBER-KIRCH MFG. CO., Keokuk, Iowa



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

HARVEY BOLTLESS AUTOMOBILE SPRINGS

EASY RIDING GUARANTEED

HARVEY SPRING & FORGING CO., 1183 17th St., Racine, Wis.

IMPORTANT

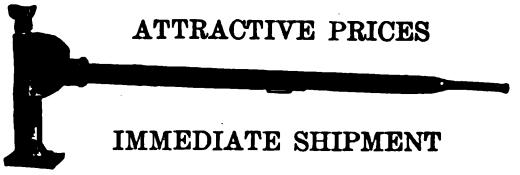
SUPPLY HOUSES:
Write for our Exclusive Agency Proposition (HW) for your locality.

ALERT TOOL COMPANY
237-39-41 North Sixth St., Philadelphia, Pa.

The Lane H. C. Jack

Is PLACED
OPERATED
REVERSED
WITHDRAWN

all from the extremity of the long handle which folds for storing in tool box.



ATTRACTIVE PRICES

IMMEDIATE SHIPMENT

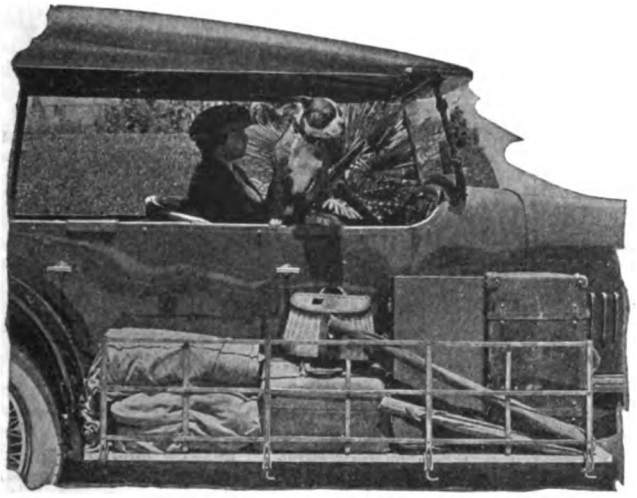
Your customers are looking for safety and strength plus convenience and ease of operation.

MANUFACTURED BY

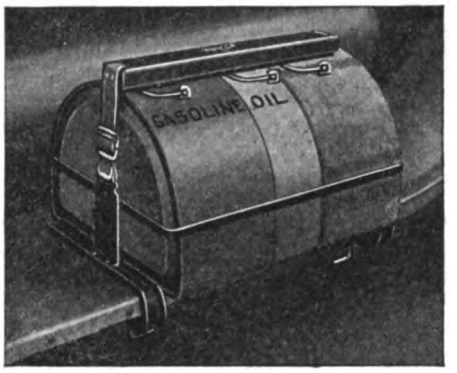
LANE BROS. CO.
River Street - - - Poughkeepsie, N. Y.

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Increase Your Sales With BOYCO PRODUCTS



BOYCO LUGGAGE CARRIERS are designed to care for the needs of motorists and provide added carrying capacity for camping, fishing, hunting and pleasure trips without, in any way, disturbing comfort in travel. The Boyco Carryall is the strongest and most substantial device of its kind on the market. Made in four numbers, with and without the end-gate feature, adaptable to the carrying of every description of luggage. Adjustable to different heights and lengths.



Number 212

BOYCO SERVICE UNITS give genuine confidence to the motorist in that he is always sure of his fuel supply. No matter what the locality or what the road conditions, it is always a relief to know that one's motor is well provided for against emergency. A useful product that means desirable business and increased sales.

Send for Illustrated Booklets



A Great Little Grate

BOYCO CAMP GRATES give lasting satisfaction for the day's outing, or for extended camping and fishing trips. Their sturdy construction and built-in feature meet the requirement of those seeking out-of-door pleasure. Made in two numbers, with and without the skirting. Folds into compact form and is easily carried. There is a certain something about the pungent odor of burning firewood that whets appetites and makes the meal a bigger treat.

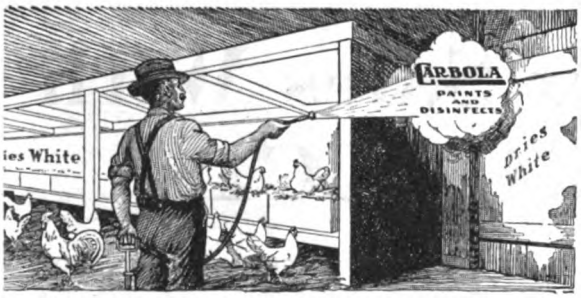
It's a great Grate and appeals to every sportsman.

Sold by All Jobbers

Boyle Manufacturing Company

51st and Santa Fe Ave. Los Angeles CALIFORNIA 21 Sutter Street San Francisco

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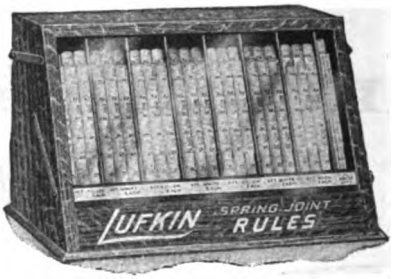


CARBOLA

Disinfecting Germ-Killing WHITE PAINT
USE IT INSTEAD OF
WHITEWASH AND DISINFECTANTS



PAXTON AND GALLAGHER CO.
WHOLESALE HARDWARE
DISTRIBUTORS Tenth Street Viaduct, Omaha



SPRING JOINT RULE DISPLAY

The tools that sell readily to almost every class of mechanics should be well displayed and prominently marked in every hardware store. Spring joint wood rules surely come under this head. The Lufkin Rule Co., Saginaw, Michigan, has just brought out an exceptional counter display for such rules. It is known as assortment No. 3, and contains a selection of four, five and six foot rules, part in yellow and part white enameled, half of each color in the rivet and concealed joint types. The total quantity of rules, 5¾ dozen, is not more than can be carried to advantage by any merchant, particularly at this season.

The case itself is of quartered oak finished with glass front. One rule of each style contained is on display and yet kept in clean and most salable condition always. Below each rule is its stock number and space reserved for dealer to insert price. Assortment No. 3 is being stocked by the jobbers, and circulars showing case and rules in natural color, together with full information, will gladly be sent by The Lufkin Rule Company, Saginaw, Michigan, or 106 Lafayette Street, New York City. With each case is sent a twenty-one piece set of seven-color advertising cards for selling spring joint and boxwood rules, measuring tapes and steel rules.

The BUTTERFIELD & CO. *Division*

UNION TWIST DRILL CO.

MANUFACTURE

GOOD TAPS, DIES REAMERS BETTER

AND

SCREW PLATES

AT

DERBY LINE, VERMONT

Chicago Store
11 South Clinton St.

Pacific Coast Representative
V. S. Walsh, 560 Mission St., San Francisco

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FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

EMPKIE-SHUGART-HILL COMPANY
WHOLESALE HARDWARE
COUNCIL BLUFFS IOWA

GET FULL MEASURE OF SPRING WEAR

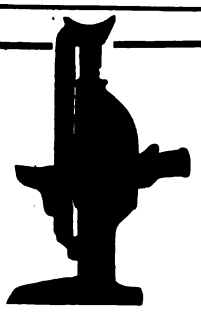


The wide Guarantee under which HIGGINS QUALITY SPRINGS For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog, listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 541, Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT



No. 46 Reliable

"Reliable" Jacks Mean Satisfied Customers

Customers sold on Reliable Jacks will come back to you for other dependable hardware!

You can merchandise Reliable Jacks as successfully as you can any other tool; they are nationally known and their presence in your stock means new and desirable business for you.

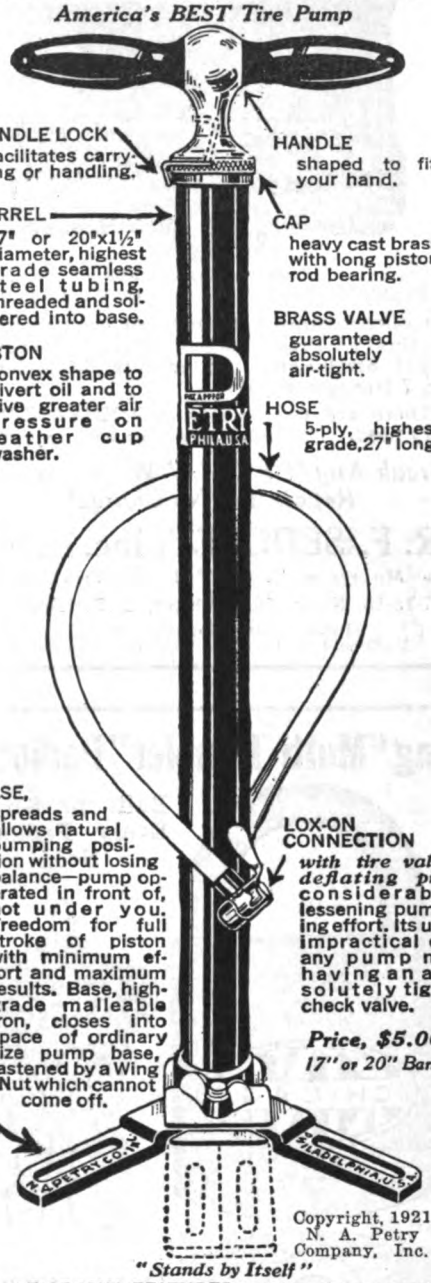
Write for the Reliable catalog or ask your jobber.

Elite Manufacturing Company
Ashland, Ohio

RELIABLE JACKS

THE PETRY PUMP

America's BEST Tire Pump



Copyright, 1921 N. A. Petry Company, Inc.

"Stands by Itself"

THESE SPECIAL FEATURES not found in any other pump. Finish, baked black enamel, with all brass parts polished and lacquered. PETRY design, quality and workmanship throughout. Guaranteed to make good. Patents applied for.

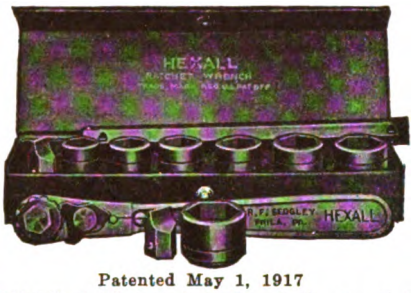
N. A. PETRY COMPANY, Inc.
Makers of the Petry Cut-Out, Pedal, and Ventilator
345 N. Randolph St., Philadelphia
Western Distributor, Norman Cowan Co., 445-451 Rialto Bldg., San Francisco, Cal.

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"HEXALL"

Trade Mark Reg. U. S. Pat. Office

Ratchet Socket Wrench No. 2



Patented May 1, 1917

"HEXALL" Ratchet Socket Wrench No. 2—11 Pieces

—another favorite with motorists everywhere. It contains 7" Steel Forged, Ratchet Handle, 2 Forged Steel Screw Driver Bits, 7" Extension Bar, 7 Hexagon Sockets.

There are twelve sets—a "HEXALL" for every need. This guarantee goes with every sale:

"Break Any 'HEXALL' Wrench and We Repair it — No Charge"

R. F. SEDGLEY, Inc. Est. 1897

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street, Philadelphia, Pa.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

King "Multi-Tumbler" Padlocks

Built to Serve Every Padlock Need



Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

THE KING LOCK CO., CHICAGO, ILL.

SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 24 N. Clinton St.

BE A BOOSTER

(By J. H. Pearin)

Boost, and the trade boosts with you,
Knock and you shame yourself.
Everyone gets sick of the one who kicks
And wishes he'd kick himself.

Boost when the day is cloudless,
Boost through the cold and rain.
If you once take a tumble, don't lie there and grumble,
But bob up and boost again.

Boost for your comrades' advancement,
Boosting makes toiling sublime;
For the fellow who's found on the very top round
Is a booster every time.

STERLING TIRES NOW SOLD BY MAKERS

The Sterling Tire Corporation of Rutherford, N. J., announces the termination of its arrangement whereby Sterling tires and tubes, during the past year, have been sold exclusively through the Rubber Corporation of America, which also was the selling agent for products of the Empire Tire & Rubber Corporation of Trenton, N. J. The two manufacturing companies are absolutely independent.

Since resuming the direct sale of its product, the Sterling Tire Corporation reports a brisk business. Its plant is now running at about 70 per cent capacity, and production is being increased daily.

UNITED ELECTRIC INCREASES STAFF

The Ohio Electric Co. of Canton, O., announces four prominent additions to the Ohio Electric Cleaner staff, as follows:

Gail Murphy and Eugene B. Hanson, formerly of Hoyt's Service, Inc., Cleveland, have been appointed respectively general sales supervisor for the Middle West and sales promotion manager. Edward O. Kuendig will be assistant to the managing director, in charge of the factory. William J. Tideman, formerly chief engineer and factory manager of the Tideman Electric Co. of Cairo, Ill., is the new chief engineer.

Sanders, Daily & Co. have purchased the business of Walter W. Bass & Co. at Anselms, Neb.

Charles L. Shrum has purchased the tinware and furnace department of the Courtwright Hardware Co. at Fremont, Neb.

American Portable Scales

Hardened Bearings.
Tool Steel Pivots.
Accurately Sealed.
Fully Guaranteed.



Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

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THE BUFFUM TOOL CO.

LOUISIANA, MO.

High Grade Tools  **for High Grade Workmen**

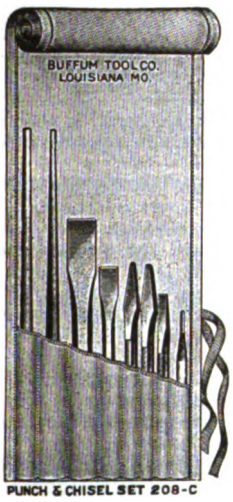
TO MR. BUYER:

NEW GOODS

ALL TOOLS ARE WARRANTED

	LIST EACH
No. 208-C "Special" Blued Chisel and Punch Set (8 tools)	$3.50
No. 394 "Special" Blued Chisel and Punch Set (12 tools)	3.50
No. 285-C "Reliable" Polished End Chisel Set (8 tools)	2.50
No. 313 "Special" Blued Auto Punch Set (5 tools)	3.00
No. 313½ "Reliable" Polished End Auto Punch Set (5 tools)	2.75

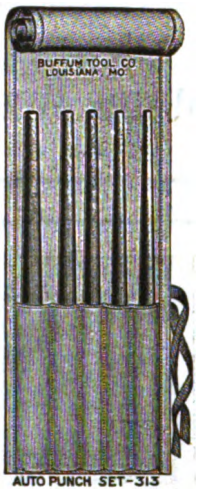
Furnished with a Canvas Roll



No. 208C



No. 285-C



No. 313

OIL FINISH BODY, POLISHED ENDS

AJAX AUTO TOOL KIT

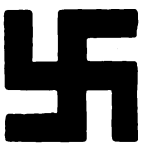
in a Canvas Roll, Consisting of

1/12 doz. No. 1018 Hammer, No. 2324 Wrench, No. 2015 Driver
1/12 doz. Eng. Wrenches Ea. No. 2250-51-52, No. 1902 Cotter Pin Tool
1/12 doz. No. 2377 Plier, No. 572 Hand Punch, No. 24 Cold Chisel

LIST PRICE $4.50

Write for Discount and Sample Tool Sets

PROMPT SHIPMENTS PROMISED



C. W. GAUSE CO., Western Sales Agents
693 Mission Street, San Francisco, Cal.



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MOTOR MERCANTILE COMPANY

Wholesale Exclusively

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City



UNITED AUTO SUPPLY CO.

Jobbers and Factory Distributors

Automobile Accessories

711-715 MISSION STREET, SAN FRANCISCO

Send for Our Latest Complete Accessory Catalogue

SPOT LIGHT WITH DOUBLE VISION



A new spot light of the single shell type is just being offered by the F. W. Wakefield Brass Company of Vermillion, Ohio. Its unique feature is the passing light, or "fender insurance," as it has been called by those who have seen it. This consists of a ruby lens which transmits an intense beam of red light to the rear. Since it is located on the windshield frame and at the extremity of the car, it warns oncoming drivers and insures their allowing ample clearance in passing. Mighty few are so reckless as to disregard a red signal light.

BLACK & DECKER SOUTHERN BRANCH

The Black & Decker Mfg. Co. will be represented in the South by Thomas W. Peters, who has for the past 15 years been located in Columbus, Ga., where he has occupied responsible positions in executive and engineering capacities. The southern territory includes all the southern states east of the Mississippi River, and in the very near future a regular branch office will be established at Atlanta, Ga., where Mr. Peters will make his headquarters.

F. W. Montague of Chanute, Kan., is increasing his floor space in keeping with his increased trade.

Leroy Danielson & Son, St. Francis, Kan., have built a new store to house their increased stock.

A. I. Roberts & Sons are the proprietors of the former business of Scarliff & Doty at Holden, Mo.

The Hawkeye Hardware, Inc., at Cedar Rapids, Iowa, now owns the business of A. C. Churchill & Son.

C. G. Hudson, a hardware merchant at Hollywood Calif., has recently erected a new store building, which will give him facilities for carrying an increased stock.

F. H. Wilson, for the last 12 years president and manager of the Northern Hardware Co. at Great Falls, has taken charge of the Marshall-Wells hardware interests at Salt Lake, where he will henceforth reside.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00

No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.



With the——

Precision Key Machine

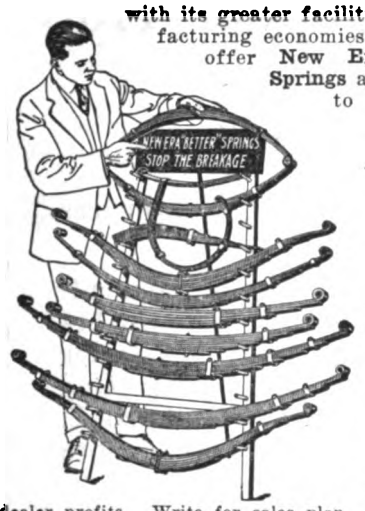
Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

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OUR NEW PLANT

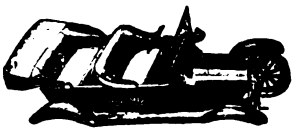
with its greater facilities and manufacturing economies enables us to offer **New Era "Better" Springs** at prices equal to those asked for inferior types regardless of New Era's "better" quality. New Era Springs are graphited for two years' lubrication; more flexible and quiet; longer life; ready sellers, insuring customer satisfaction and dealer profits. Write for sales plan. Send today for catalog on complete line "Better" Spring Bumpers, Tire Carriers and Springs.



NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave. - Grand Rapids, Mich.

NEW ERA
"Better" SPRING BUMPERS

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

San Francisco, California
Office: 339-41 Larkin St.

Los Angeles, California
Office: 619 North Broadway

Dealers' General Assortment of Lane's UNIQUE Tools



Dealers, you can safely give your personal guarantee on every

Lane "Unique" Socket Wrench Set

in the group illustrated. Furthermore each Tool in this assortment is a quick "turnover."

Lane was the first to discover that broached sockets, turned from solid round bar steel were the strongest, most accurate, and most satisfactory socket to sell.

JOBBERS CAN FURNISH LANE'S UNIQUE TOOLS

MADE BY

WILL B. LANE UNIQUE TOOL CO., 170 West Randolph St., Chicago, Ill.

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Chubbuck's Double Catch Gopher Trap

Manufactured by E. J. Chubbuck Co., San Francisco, Cal.

Should Be Found in Every Hardware Store

Farmers are paying 75c each for these traps, sending their orders direct to us because they cannot buy them at home.

One California ranch, after testing our trap, having seen our advertisement in the California Cultivator, sent us a check to pay for 144 and asked to have the traps rushed by express. Any hardware dealer in the valley might have handled this order at a splendid profit. One advertisement which appeared in the Pacific Rural Press, April 2, 1921, has brought in to date, April 18, from California farmers, more than fifty checks, some of the orders being for one dozen traps.

These Orders Belong to the Hardware Dealers

But We Can't Ask the Farmers to Wait



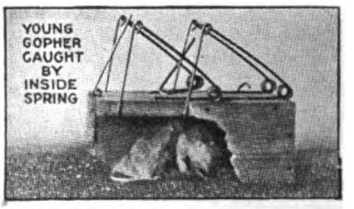
The dealer who says he cannot afford to allow his clerks to spend time in trying to sell a new and high-priced gopher trap should not complain, if his customers send their money to us. Read this letter:

Santa Cruz, 4-9-'21.

E. J. Chubbuck Co.

Dear Sirs: Received your Double Catch Trap and your letter on the 7th, and on the 8th I set the trap seven times and caught seven gophers all in one day, and some of these I could never get before with several different kinds of traps nor with gas. I assure you that I am highly pleased with your trap, and you can look for more business in the near future from my neighbors, as I am telling every one of them about it, and show them the good results. Thanking you very much, I remain—J. Aschwanden.

Would not the sale of the one trap to Mr. Aschwanden been a profitable one for the local dealer? Orders from Mr. Aschwanden's neighbors are already coming in.



One successful stock man of Standish, Calif., tried two traps. Then he sent us $9.00 for twelve more.

We could go on and fill half the pages of the Hardware World with letters from farmers and boys who have completely cleared their fields of gophers.

SEE OPPOSITE PAGE FOR SPECIAL OFFER TO DEALERS.

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Chubbuck's Double Catch Gopher Trap

Illustration below shows what a 7-year-old boy, Lisle Percival, Lathrop Calif., can do with the **Double Catch Gopher Trap.**

Note size and number of gophers

A Real Gopher Catch



With A 75c Trap

Regular price to Hardware dealers is $6.00 per dozen. Special price when ordered in full gross lots.

From the date this announcement appears until June 1, 1921, we will furnish dealers DOUBLE CATCH GOPHER TRAPS at $5.50 per dozen, delivered.

We want the dealers to have the benefit of our trap business. Circulars and newspaper cuts furnished.

E. J. CHUBBUCK COMPANY 731 Market Street, San Francisco, Cal.

Manufacturers, Dept. H

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Business Building Idea With Big Possibilities

Bath in Every Home Campaign Worth While for Every Plumbing and Heating Merchant

IN accordance with previous announcements, the National Trade Extension Bureau has put together a complete sales campaign for plumbing and heating merchants, based on the thought that there should be "A Bath in Every Home." The time set for the climax of this big selling effort is the week of May 16 to 21, inclusive.

This campaign should be eagerly joined by every man in the business. They should join in the campaign to make it a great big drive, all together, at the same time. This kind of intelligent action on the part of all contractors will do a great deal to make the public come at last to realize that health, comfort and decent cleanliness demand "A Bath in Every Home."

These special drives, put on by retailers in any one business, and devoted to a definite thought, have been so successfully accomplished in many lines of business that there remains no room whatever for doubt that they are profitable. Here is an opportunity for the plumbing and heating merchant to profitably take a leaf out of the other fellow's book of experience that has already been bought and paid for. Those who do so will find immediate profit and advantage as the result of so doing.

The only essential requirement is for every plumbing and heating merchant in the business to get aboard on this campaign, May 16-21, and feature the idea that there should be "A Bath in Every Home." Whether the merchants who do this be many or few, they will surely find that they have done a permanently profitable thing by associating their business with this idea in the public mind.

As to the business possibilities that can be made to result from this campaign, according to generally accepted authorities there are 17,500,000 homes in the United States today sorely in need, either of complete new bathroom equipment, or extensive improvement to the equipment already in place. If, as a result of this campaign, an average of only $100 for each home is spent by householders, the amount of money spent for bathroom equipment would be one billion seven hundred and fifty million dollars. There are around 25,000 plumbing and heating merchants in the United States. If every one of them got an equal share of this business they would each do a volume of $70,000 worth of business on this one idea alone.

We challenge any plumber to examine his own list of customers at present on his books, and then say that he would not do the biggest year's volume of business in his whole business history, if he secured orders or contracts for putting complete new, modern bathroom equipment into each one of the homes on this list that really should have such equipment.

In the Trade Extension Bureau Monthly Service Bulletin for February, March and April this campaign for "A Bath in Every Home," was extensively explained. In addition to this information, the Bureau has prepared, and will very shortly send out, a broadside circular, on paper 36 inches by 24 inches in size. Both sides of this sheet are full to the very edge with wealth of business building material, covering 36 pieces of newspaper advertising copy, including high grade art work for the illustrations. This copy has been prepared by six best advertising men in the industry.

In addition to newspaper advertising, this broadside circular will bring material for window display suggestions, movie screen slides, sales letter sample forms, in fact, everything that can be possibly needed or used in a successful selling campaign of this nature. Every bit of this material is the product of the best advertising and best selling brains in the industry.

Every plumbing and heating merchant who reads this article should write to Department 3, The National Trade Extension Bureau, Evansville, Indiana, and request the broadside circular for "A Bath in Every Home" campaign. Remember that if you sell only one in a hundred

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of those 17,500,000 homes that you will sell 175,000 bathrooms, and that will give each man in the business seven bathrooms for his share.

The way to the public's pocketbook is along the road of first making the public think. By thinking the public comes to acting. All do not think as quickly as others, nor do all act with equal quickness. None of this thinking and acting is self-starting, however. So, if you want your share of the public to act in the direction of profits for you, you must supply the original motive power. The amount of public spending is regulated by the amount of public thinking. As they think, so will they spend. You, very largely, are responsible for the amount of thinking they will do about you and your business.

HENRY HOELTGE BACK TO HIS FIRST LOVE

Henry Hoeltge, until recently western advertising manager for The Plumbers Trade Journal, has been appointed advertising manager for The Central Foundry Company, 90 West Street, New York.

Mr. Hoeltge is an old Central Foundry man, having rounded out several years with this company prior to entering the army back in 1917.

Motion is two-thirds of "Promotion."

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durable { **Valve Discs** / **Rod Packing** / **Sheet Packing** / **Union Gaskets** / **Gauge Glasses** }

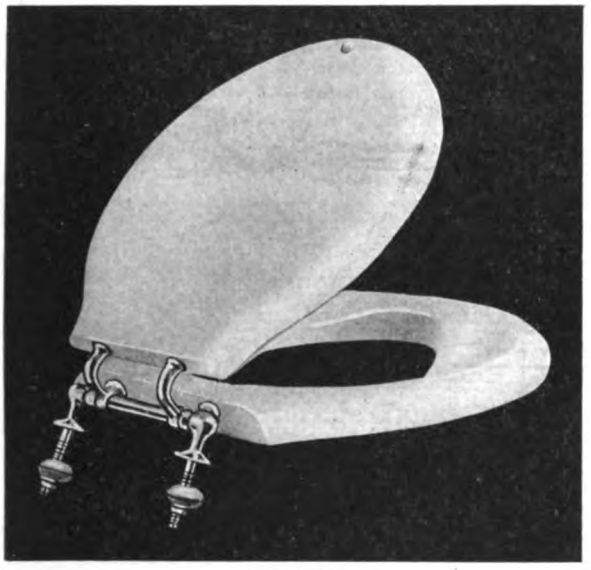
Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.

Church Seats



No. 500
With Non-Soil Hinge
No Metal on Under Side of Seat or Cover

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

Write for Latest Catalog

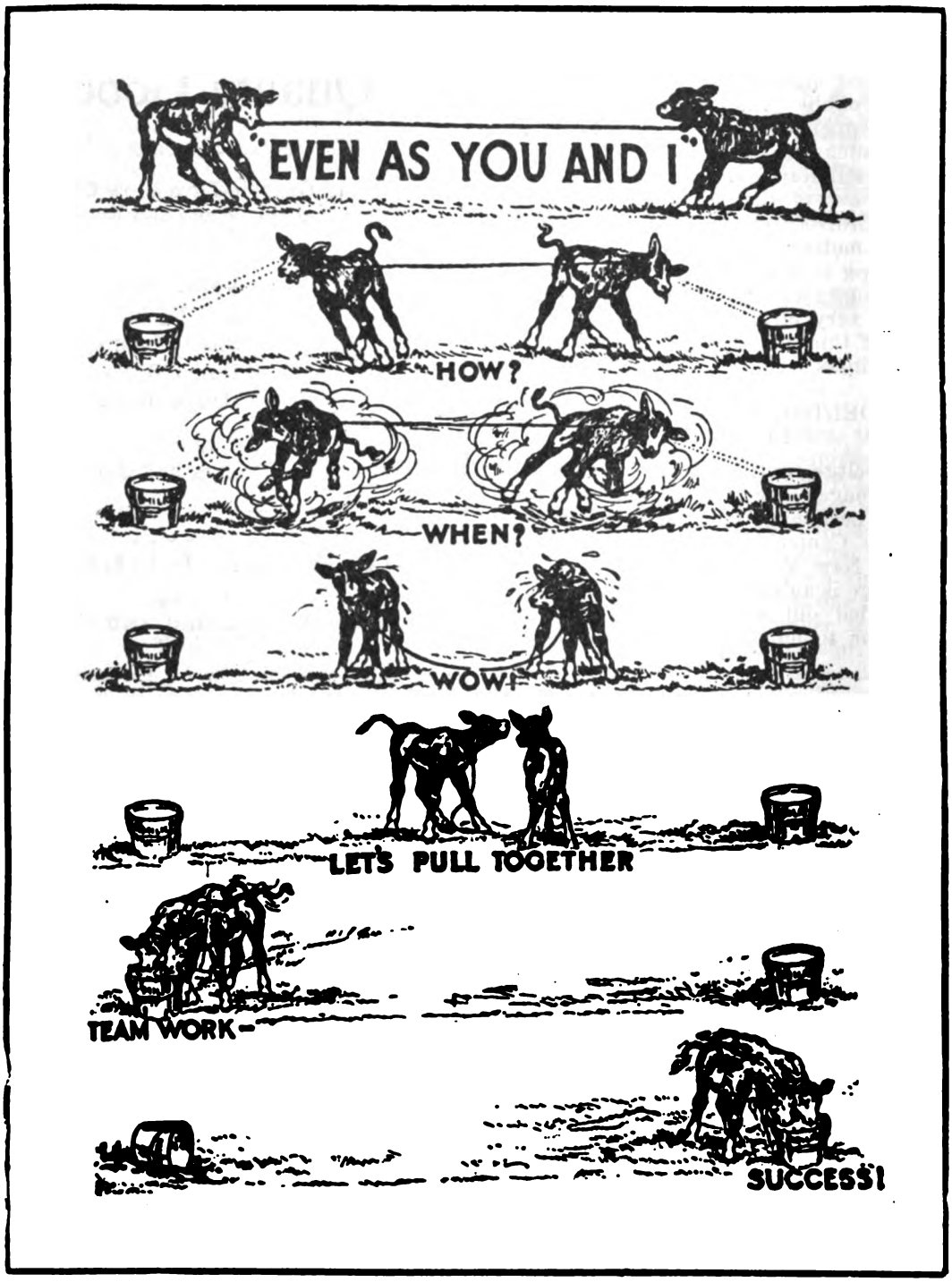
C. F. Church Mfg. Co.

Holyoke, Mass.

New York **San Francisco** **Chicago**

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

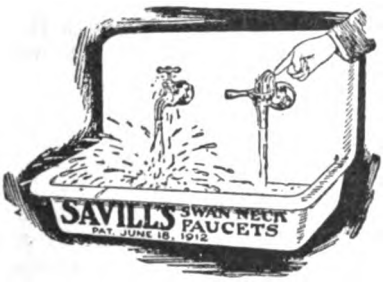
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It hardly seems necessary that cooperation should be a rule between intelligent business men when even the "dumb brutes" realize its advantage.

If you have not been cooperating with your fellow business men before, then begin this month in the campaign for a bath in every home in the week beginning May 16.

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Sold by Jobbers of Plumbing Supplies Everywhere

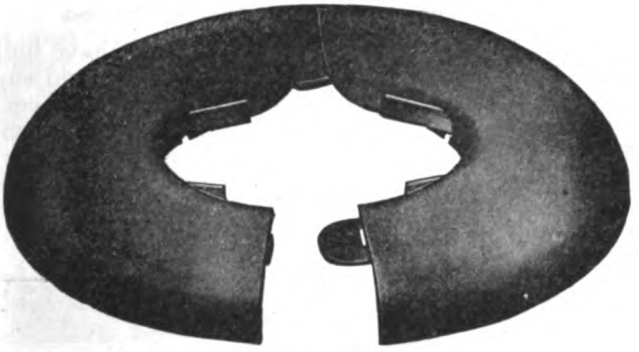
OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

SCAIFE "Copper-Brazed" TANKS

For Air, Gas and Liquids



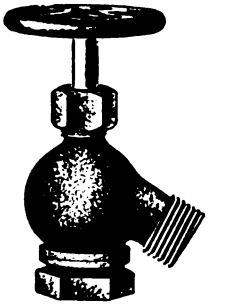
Pneumatic and Storage Tanks
Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

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PUSHING THE SALE OF PLUMBING SUPPLIES

Advantages of Neat Display to Show the Goods in Actual Use

There is a good profit in the sale of plumbing supplies, but few plumbers push them in the manner they should. It was therefore quite a treat to go into the well equipped store of the Greig-Westman Co., Springfield, Ill., and note the attention paid to this line.

In the first place there was a large show window fitted up as a modern bathroom, which showed off the plumbing fixtures to the best possible advantage. The background was covered with paper to represent tiling, and on the wall was a large mirror with electric light brackets on both sides of it—the lights being switched on at night.

A shelf beneath the glass held toilet water, soap, talcum powder and other toilet accessories. Several racks along the wall held wash cloths, face and bath towels and bath brush. Just above the big porcelain bath tub was a sponge in a wire rack. Near the toilet was a big roll of toilet paper, and beside the stationary washstand was a white enameled waste basket for shaving paper and other refuse.

Several braided rugs covered the hardwood floor, and for convenience in dressing there was a comfortable white enameled chair. So inviting an apparance was presented that everyone who stopped to look felt a desire to possess a bathroom exactly like it.

Helping the Customer

Mr. David Greig, in speaking of the attractive display, said that it had boosted sales wonderfully. "We had a picture taken of the display, and this, enlarged, is on view in our salesroom, so that anyone interested can point out the particular fixture or accessory that attracted him, and we can at once lead him to its duplicate so that he can examine it at close range. We have found, too, that a great many people desire a complete bathroom outfit such as we show, and so beneath the picture of the display is a typewritten itemized list of everything it contains, with the price of each, and the total cost."

Asked if they carried the towels, soap and brushes in stock, he smiled and said, "No, but they are very readily obtainable, and if anybody wished it we would purchase them and deliver them along with the rest of the outfit."

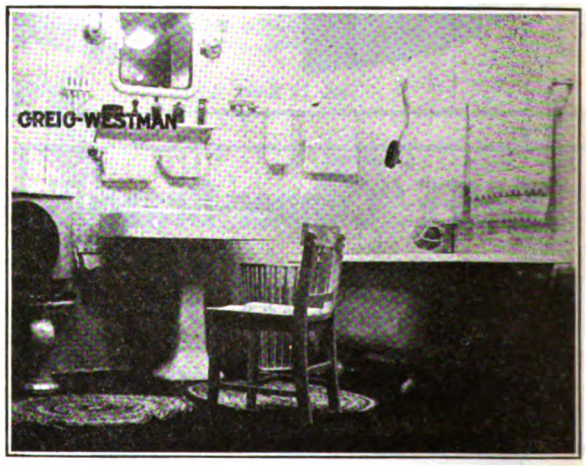
The Patterson-Stewart Co., also of Springfield, had a very efficient and orderly plumbing section. Washstands were arranged along the side of the wall (several had all the connections made), while against the other were bathroom racks, cabinets and other glass and metal devices.

Down the center of the section was a series of bath tubs, the monotony of the all-white display being broken by several large potted ferns. The show window, too, attracted considerable attention, as half of it was fitted up as a miniature bathroom. Inclosed in a porcelain frame was a complete bathroom, with washstand, tub, toilet, mirror and other accessories. The tub was equipped with curtains, and in it was a large doll. The whole was an exact replica of the fixtures sold by them.

Mr. Patterson says that he has several times been offered a large sum for the outfit by wealthy people who desire it for their children, but that it is not for sale as it advertises so effectively the lines they have to offer. A radiator-boiler of standard make is also featured in the window, and over the top of the little bathroom a good view of the pleasant interior is obtained.

Taking Advantage of Feminine Interest

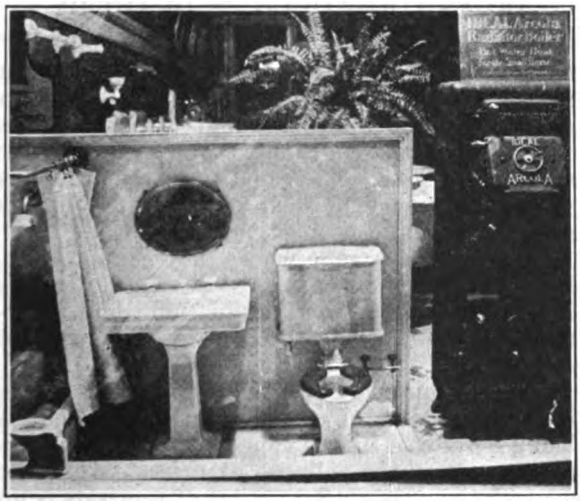
W. T. Delahunty & Co., Decatur, have built up a good trade in plumbing fixtures and supplies by featuring cleaning apparatus and compounds. The instinct to clean and polish and scrub and wash is inborn in practically every woman, and it was in catering to this instinct that the firm first began to work up their plumbing business.



Said the manager, "Every woman wants her bathroom kept clean and sweet whether she does the work herself or employs servants for the purpose. Accordingly we feature at regular intervals mops, brushes, swabs, and several standard kinds of liquid, paste and powder for cleaning and polishing. We call attention to these lines both through the newspapers and our show windows, and whenever we make a showing of these cleaners we notice a big increase in the sales.

"These cleansers of all kinds are kept in the bath supplies department, and here we have a bath tub, toilet and washstand, so that we can demonstrate just how any of the supplies are to be used. These fixtures have connection made, and hot water gushes forth at the first touch. This is a novelty to many and gives us

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an opportunity to explain our gas water heaters —there being one in close proximity that we use to demonstrate. The neat appearance of the bathroom equipment also makes an impression, and while we never force its attention upon the buyers of cleaning equipment, we are quick to explain its comfort and convenience whenever the slightest interest is manifested.

"We also make a specialty of toilet paper, and frequently advertise sales of same at reduced prices. The rolls are stacked in pyramid form from floor to ceiling, and the bulk of them impress customers with the large quantity we carry. These rolls are also in the vicinity of the bathroom setting, and a roll is fastened on a rack near the toilet, which frequently calls to the attention of the purchaser of a brush or can of cleaning powder that paper is needed for the bathroom. While of course we sell single rolls on request, we always urge the purchase of at least a half dozen, and our advertising always features them in quantities. In this way we turn over our stock quickly and do not have on hand weather stained, dust spotted paper, which presents an unattractive appearance, to say the least."

Toilet paper in quantities was displayed in the window recently, and in the background was a wall mirror and racks for the accommodation of all kinds of bath accessories, while down in front were a half dozen cans of cleansing powder, and a card, showing a little fellow in overalls busily scrubbing, which suggested: "Keep your bath tub clean with Porcela—The best bath tub cleanser made."

What is known as the City Plumbing Shop, Raymond, Washington, announces that they have taken in a third partner, the firm now being Baker, Baker & Stover. They are adding to their facilities and expect a busy season.

J. Oscar Johnson is preparing to install a new plumbing and heating plant in a building recently purchased at W. 1018 Eighth Ave., Spokane, Washington.



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word TRIMO

stands for good tools made by the Trimont Mfg. Co., which are the following:

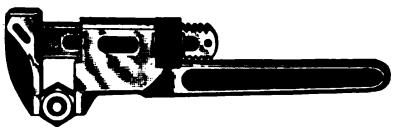
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

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SONG OF THE PLUMBER

A Nipple Close, a Nipple Long,
Are in the Plumber's business song;
They Cap the Pipe, or use a Plug,
To keep the Gas both tight and snug.
If Joint is split, then Solder use—
And with the Acid make it Fuse.
A Coupling now and then they find
Will make two pieces securely bind.
And when they turn the corner round,
An Elbow then is what they found,
To make the turn both safe and sound.
Of course it often has to be—
The use of Bushing and a Tee.
Now every Plumber sings this song.
His helper also goes along.
If Jobs done right, it can't be wrong.

—Reegtherhymer.

The Peterson Plumbing and Heating Co., Lewiston, Idaho, have changed their name to the Empire Plumbing and Heating Co., and they are doing business at 852 Main St., Lewiston, Idaho. The personnel of the firm remains the same. They report a good season's outlook.

H. F. Antrobus is engaging in the plumbing business at Arlington, Calif.

Phillip Oehler has taken over the plumbing interests of the Owens Hardware Co., Raymond, Washington, and will continue the business individually.

DO AS YOU WOULD BE DEALT BY

We cry out daily against the decline of morals among the masses, put up our hands in horror at the mention of graft, lawlessness in general, and then explain that we cancelled a contract because we found that to carry it out meant loss to us. The sanctity of a contract is just as necessary to such a society as ours as are safeguards to property against theft.

Men will not trade where they cannot trust. Elaborate safeguards in the exchange of goods hamper trade, decrease production, limit intercourse, and otherwise handicap commercial operations.

There must be confidence—trust—before there is freedom of action, and that is what is being destroyed by the cancellation of contracts as a result of the collapse of prices. That the cancellations are in the nature of reprisals is no excuse.

The only reprisal that should be visited upon violators of contracts is the reprisal of commercial ostracism. The attitude which justifies cancellation grows out of the "within the law" code which harks back to the days of the wolf-pack in industry. That day has gone, but some of its ideas are with us still.

—Manufacturers' Record.

Chas. C. Johnson, who has been engaged in the plumbing business at Inglewood, Calif., has disposed of the business to Paul Macy.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.



No. 1 Fire Pot. List Price Each $27.20. Ask for Discount

The C. & L. No. 1 Fire Pot Will Do Double Work

owing to its construction and the intensely hot blue flame which it produces. The No. 1 Fire Pot will melt a pot of lead and heat a pair of soldering coppers in less time than any other Fire Pot made. It is strong and durable and has a swiveled burner which gives the user perfect control of his fire. Tank made of heavy gauge seamless drawn steel, tinned inside and out (Rust-Proof). Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO.

10611 Knodell Ave. - Detroit, Mich., U. S. A.

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PROMOTION

Promotion comes to him that sticks
Unto his work and never kicks,
Who watches neither clock nor sun
To tell him when his task is done;
Who toils not by a stated chart,
Defining to a jot his part,
But gladly does a little more
Than he's remunerated for.
The man in factory or shop
Who rises quickly to the top
Is he who gives what can't be bought—
Intelligence and careful thought.

No one can say just when begins
The service that promotion wins.
Or where it ends, 'tis not defined
By certain hours or any kind
Of system that has been devised.
Merit cannot be systematized.
It is at work when it's at play,
It serves each minute of the day;
'Tis always at its post to see
New ways of help and use to be.
Merit from duty never slinks;
Its cardinal virtue is—it thinks!

Promotion comes to him who tries
Not solely for some selfish prize,
But day by day and year by year
Holds his employer's interests dear.
Who measures not by what he earns
The sum of labor he returns,
Nor counts his day of toiling through
Till he's done all that he can do.
His strength is not of muscle bred,
But of the heart and of the head.
The man who would the top attain,
Must demonstrate he has a brain.

—Edgar A. Guest.

PURCHASE MOLBY BOILER CO.

The Iron Products Corporation of No. 90 West Street, New York City, have purchased the capital stock of the Molby Boiler Company, Inc., of No. 101 Park Avenue. The following officers have been elected: G. A. Harder, President; R. R. Rust, Vice President; Stephen Barker, Secretary and Treasurer.

G. A. Harder is the president of the Iron Products Corporation.

It is the intention of the new company to equip a plant which they recently purchased at Mount Union, Pennsylvania, for the exclusive manufacture of Molby boilers. It is their purpose to specialize the magazine feed down draft type of boiler, not only increasing the output, but to develop the market for the boiler in all fields of low pressure heating. Mr. E. C. Molby, the founder of the Molby Boiler Co., Inc., will continue as general manager of sales for the new company.



Nye the Die Man

A Jackass Is All Heels —A Bulldog All Jaw!

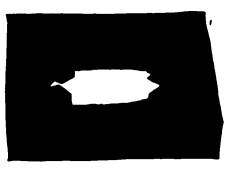
A jackass is a pessimist, and kicks;
A bulldog is an optimist, and hangs on!
A jackass listens to what others say;
A bulldog watches what others do!

Be a Bulldog!

Speed up work, cut down costs—and hang on!
Use the best tools, do the best work—and hang on!

The Nye Die

Is the bulldog of dies—it hangs on!
It cuts pipe and cuts costs.

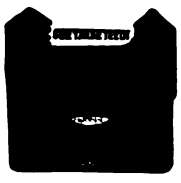


Nye Solid Die

The Nye Tool & Machine Works

108-128 No. Jefferson St.

Chicago, Ill.



Nye Armstrong Die

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— If it's MADEWELL it's well made

In this twentieth century one of the soundest principles on which the modern manufacturer builds is by the establishment of a reputation for quality.

All the tremendous sums spent by the great commercial successes of the present day for advertising would have been uselessly expended had their products failed to measure up to the standards demanded by a discriminating public. Nothing inspires confidence like merit.

Accepting this as the foundation of achievement, the Madewell Pipe & Culvert Works of Oakland, California, have gone further and incorporated in their name a word that distinctively associates with it the formula they have adopted. If its Madewell, it's well made.

Significant of good faith was the prompt erection of a large plant, perfectly appointed, thoroughly modern, well lighted and equipped. It is situated between the tracks of the Western Pacific and Southern Pacific Railroads in East Oakland, within a short distance of the waterfront. This ideal location affords unhampered shipping facilities and assures prompt delivery both of raw material and finished product.

Manufacturing a very complete line of sheet metal products, the factory turns out surface irrigation pipe, well casing, corrugated culverts, troughs, leader pipe, ditch gates, air pipe, smoke stacks and discharge pipes, as well as many sheet metal specialties. And throughout every process of manufacture both workmanship and materials consistently carry out the promise implied in trademark and name.

That this policy has been a potent factor in the steady expansion of their business is attested by the recent addition of a new line under the name of Auto-Camp Necessities. These convenient, practical and durably constructed articles appeal alike to motorist and camper and possess many ingenious features not found in others of the kind now on the market. Elsewhere in these pages will be found the announcement of the Madewell Pipe & Culvert Works, containing detailed description. The new line will be sold through the jobber and being Madewell will also sell well.

FIVE RULES FOR CORRESPONDENCE

1. Answer your letters the day they are received.
2. Be brief, but do not sacrifice clearness.
3. Use the simple words heard in daily conversation.
4. Plan your letter before you begin to write.
5. Be interested in the people to whom you write.

The most interesting letter is the love letter, because it is full of the personality of the writer, and because the writer is always vitally interested in the person to whom he is writing. This illustrates the value of putting personality into letters.

Every man or woman you lay your eyes on each day is a prospective customer. In fact, they may be live prospects. What is keeping them from buying? One of three things: Pessimism, high prices, or low values.

S. C. Cornett has sold his plumbing business at Los Banos, Calif., to his brother, I. B. Cornett.

Chas. Crawford is preparing to engage in the plumbing and tinning business at Arcata, Calif.



No. 208 Torch
List Price
Each $17.00
Ask for
Discount

The Hotter the Flame

the better and quicker your work can be done. You will find the C. & L. No. 208 Double Blunt Needle Gasoline or Kerosene Torch will produce 200 to 300 degrees more heat, with less fuel consumption, than any other. Include the No. 208 Torch in your next order and you will be pleased and satisfied with its performance. Send for catalog. Jobbers supply at factory price.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.
Detroit, Mich, U. S. A.

Here, There, and Everywhere

you will find mechanics using the "Always Reliable" tools. In fact, it is just as our manager stated recently, "The sun never sets on our line." This statement is very true, as the "Always Reliable" tools are now sold throughout the entire world.

Why are more of the "Always Reliable" torches, furnaces, braziers, and plumbers' tools sold now than in the past? Just because this line is becoming known universally for its quality and merits.

When you buy any tools of this make you know you are thoroughly covered by our guarantee. Due to the fact that each and every article is made by skilled workmen, and from the best materials money can buy, they are guaranteed to be in first class working order when shipped from the factory. Any tool not so will be replaced by the jobber or dealer without charge.

Your jobber can supply you at factory prices.

OTTO BERNZ CO., NEWARK, N. J.
Established 1876

YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.

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BISSELL'S NEW LINE OF TOY SWEEPERS

After an absence of about three years from the market, there is again a line of toy sweepers bearing this old familiar trade name. It seems that it became necessary for the Bissell Company to discontinue their line of toy sweepers during the war in order to properly take care of the demands of their regular carpet sweepers and to produce certain government orders assigned to them.

They advised us that they had been experimenting for some time to produce a very superior toy sweeper at such a low price that it would have a wide sale, and in this they seem to have succeeded for they are now announcing two new models which are described as being most attractive in design and finish and of excellent construction. Besides this they are priced to yield the retailer and the jobber good profits when retailed at the popular figures of 25c and 50c.

These new Bissell toys are made along entirely new lines in many respects and the installation of special machinery and manufacturing processes for big production are counted on to keep the costs down to a point which makes their low prices possible.

Unquestionably the toy sweeper is always ranked high as an educational toy which appeals to the mother at the same time that it pleases the youngster.

It is further emphasized that from a selling standpoint, aside from producing immediate profits from the sale, each Bissell toy sweeper placed in the home is an ever present suggestion to the mother for acquiring or continuing the use of the regular Bissell carpet sweeper. This should particularly appeal to those thousands of merchants who sell Bissell sweepers. In fact, the company points out that one of the chief values to them of a line of toy Bissell's is the advertising value and of course, they can reap this advantage only as it benefits their customers who handle the goods.

One of the models, called the "Little Daisy," is 7 inches long with a 24-inch handle, and is finished in deep blue. The "Little Queen" is more finely finished in a grain mahogany effect with gilt lettering, etc., and is a little larger.

Surprisingly low prices will be quoted upon request to the Bissell Carpet Sweeper Company, at Grand Rapids, Michigan.

TO A FIVE DOLLAR BILL

Crinkle, crinkle, little bill;
Goodness, gracious, you look ill!
Are you losing all your power?
You seem weaker every hour!
"Now that prices are so high
I'm so tired that I could die.
I just circulate all day;
No one dares put me away.
When the evening board is set
With the fruits of father's sweat,
My small voice is hushed and still—
I am in the butcher's till.
And no matter where I go,
People disregard me so;
I don't seem to count for much
'Mongst the profiteers and such."

Bill, take heart; your luck may change.
I'll admit that times are strange.
Though you're weak I love you still—
Crinkle, crinkle, little bill.

Many a salesman carries around too abundant supply of chin-goods.

Taylor & Bowman is a new plumbing firm at Patterson, Calif.

Handcock & Drollinger are a new plumbing firm at Compton, Calif.

The Latest Word In Blow Torches

The Turner New Line Blow Torches



operate perfectly on either gasoline or kerosene, and they stay generated. THE BAFFLE DOES IT.

The adjusting needle is separate from the shut-off. No more trouble from enlarged fuel opening or corrosion.

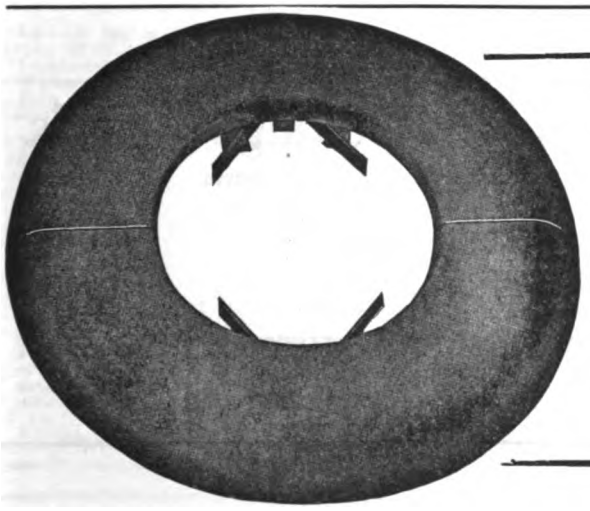
Air and fuel are correctly proportioned automatically by the flared tube.

These and other improved features give you BLOW TORCH SATISFACTION.

Prices no higher than for ordinary torches.

Don't buy another torch without the baffle in the burner tube. TURNER PATENT

The Turner Brass Works
Sycamore, Illinois
Fifty Years of Manufacturing Experience



THE PUBLIC DECLARES

Our No. 50 Closet Bowl Supply Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 50 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg.; Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, T. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS

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BUSINESS OPPORTUNITIES

WANTED

Position in Hardware Store. Thirty years of age; twelve years' experience; best of references. Address H. W. B., care HARDWARE WORLD.

WANTED

Position in Hardware and Furniture Store. Have twelve years' experience in the business, five years as a buyer and manager. Have been located in the Middle West, but wish to get first hand acquaintance with Pacific Coast conditions with a view of permanently locating here. Address, N. Dak., Care HARDWARE WORLD.

WANTED

To buy small Hardware stock in the vicinity of San Francisco. Give full information and terms. Address Box 250, Indiana, care HARDWARE WORLD.

FOR SALE

Prosperous Hardware business in well settled irrigated district in Sacramento Valley. Stock will invoice at $25,000. For cash only; no trades considered. Address C. & H., care HARDWARE WORLD.

SALESMAN WANTED

High class salesman wanted to sell a "QUALITY LINE OF STOVES AND FURNACES"; also "A NATIONALLY ADVERTISED REFRIGERATOR" on a commission basis. Have territory open in Eastern Washington and Northern Idaho; also territory in all of Utah and Eastern Idaho. Address Earl C. Ward, 215 N. 20th St., Portland, Oregon

POSITION WANTED

By an experienced Hardware, Housefurnishing and Crockery Buyer; ten years as Manager and Buyer, with initiative and executive ability; aged 35; healthy and willing to go where ability and enthusiasm is the key to opportunity and cooperation is extended. Desire a change from present connections. Address Box 200, care HARDWARE WORLD.

WANTED

Warm Air Furnace salesman for local territory, who is capable of handling sales, planning and supervising the installations. Sales average about one hundred furnaces a year. Address H. J. M., care HARDWARE WORLD.

POSITION WANTED

Buyer and Manager, 36 years of age, 17 years' experience in Wholesale and Retail Hardware and Housefurnishings, 8 years as Buyer and Manager, wishes connection with progressive wholesale or dept. store as Buyer and Manager. Now employed, good reasons for changing. Best references. Address G. L. M., care HARDWARE WORLD.

TRADE RHYMES $1.00

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

WANTED

Competent hardware executive, married, age 36, desires to make a change. Can qualify as manager, purchasing agent or sales manager. Experienced in general and builders' hardware, mill and factory supplies and machinery. Want to work for some reliable, aggressive firm, who appreciates ability; references. Address Walter L. Schmidt, E. La Vegas, N. M.

WANTED

Salesman calling on the furniture and hardware trade, and also department stores, to sell the Staunch Leader, Two Fuel, Two Oven Porcelain Enameled Cast Iron Ranges, in all gas towns of the United States. Splendid selling plan and a wonderful opportunity for live, aggressive men. Write for details of our proposition. Southern Stove Works, Evansville, Indiana.

FOR SALE

Clean Stock of Hardware in Southern Idaho. Stock and fixtures will invoice $5,000. Will sell or rent building and home. Good opportunity for a young man. No competition. Address L. J. T., care HARDWARE WORLD.

SITUATION WANTED

Hardware Traveling Salesman in the best accepted sense of that term, now engaged, and with 20 years of successful selling in Pacific Coast territory, bearing endorsements as to character and ability from Pacific Coast Jobbers and who can refer to the editor of this paper. Available at any time and invites correspondence. Address Box 57, care HARDWARE WORLD.

SALESMAN WANTED

Manufacturer's Agent for a line of power emery grinders, and polishing and buffing lathes for Montana, Idaho and Nevada. We sell only to jobbers in heavy hardware, mine and mill supplies, auto accessory, machinery houses and general hardware. Address Box 678, care HARDWARE WORLD.

FOR SALE

Reinforced concrete garage building, 50 front by 154; corner, now bringing $150 mo. rent (14%); price $12,000. Also reinforced concrete building, 54 front by 60, now bringing $75 mo. rent (10%); price $8,500. Garage clean stock, invoiced Jan. 1, $11,000, including fixtures. Business last year $40,000 (No shop included). Also stock of groceries, hay and grain, invoiced Jan. 1, $3600, with no boss. Want to sell all or any part. I have too much. F. C. Parrish, Deming, New Mexico.

FOR SALE—One of the leading implement business in California. Requires a capital from $40,000 to $50,000. Gilt edge proposition for right party. Only those financially able need answer. Address Box 45, care HARDWARE WORLD.

Coast Made for Coast Trade



Guaranteed for 20 years

Plant No. 1, LaGrange, Illinois
Plant No. 2, Lemont, Illinois
Plant No. 4 and Rolling Mills, East LaGrange, Illinois

LIFETIME WARE
PURE ALUMINUM

Write Dept. A for Catalog

Better Service
Quicker Deliveries
Less Freight Charges

These are the advantages our Oakland Factory offers the Coast Trade

"LIFETIME" Aluminum Cooking Utensils

Outwear Any Ware Anywhere

(Pure Aluminum)

PLANT No. 3

ALUMINUM PRODUCTS COMPANY
Of the Pacific Coast
OAKLAND CALIFORNIA

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

Blank Rim Fire—	Semi-Smkls	Box Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	...	...
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive	1.15	1.30
32 S & W	1.05	1.15
32 S & W Long	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot.	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3½ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—		
Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....
Empty Paper Shells—Black pow.—		
12, 16, 20 Ga., per 100	...	1.50
10 Ga., per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40
Empty Brass Shells—	
Best Qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10
Wads—	
Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.30

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $8.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—	
Size 7	3.35
Size 8	4.00
Size 9	4.65
Size 10	4.00
Size 12	4.75
Kettles, Berlin—	
2½ qts.	5.75
4 qts.	6.65
5 qts.	8.00
6 qts.	8.75
Kettles, Maslin—	
4 qts.	5.10
6 qts.	5.75
8 qts.	7.50
12 qts.	10.50
Kettles, Tea—	
Size 6	6.85
Size 7	7.85
Size 8	8.50
Pans, Lipped Sauce—	
2 qts.	4.75
3 qts.	5.25
4 qts.	5.75
Skillets—	
Size 6	3.50
Size 7	3.85
Size 8	4.25
Size 9	4.85
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch	.30
Waffle Moulds—	
Size 7, Low	4.75
Size 8, Low	5.15
Size 7, Deep	5.15
Size 8, Deep	7.00

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	2.25
3 quart	3.25
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.35
9½ inch	.40
10½ inch	.50
11½ inch	.60
Kettles, Convex—	
2 quart	1.35
4 quart	2.25
6 quart	2.75
8 quart	3.25
10 quart	4.00
Kettles, Preserving—	
3 quart	1.50
6 quart	2.25
10 quart	3.25
14 quart	5.00
Kettles, Tea—	
5 quart	5.00
6 quart	6.50
8 quart	7.25
Ladles—	
½ pint	.30
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1½ inch	1.00
Pans, Bread—	
9¾x5⅝x2¾ inch	.80
Pans, Cake—	
Round, Plain, 8⅞ in.	.50
Round, Plain, 9⅝ in.	.60
Rd., Loose Bot., 8⅞ in.	.60
Rd., Loose Bot., 9⅝ in.	.75
Square, Plain, 9½ in.	1.50
Tube, Plain, 9 inch	1.10
Tube, Plain, 9⅝ inch	1.50
Mountain, 9¾ inch	.70
Pans, Corn Cake—	
6-cup	1.35
12-cup	2.50
Pans, Dish—	
10 quart	3.75
17 quart	5.00
Pans, Fry—	
9⅞ inch	3.25

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... 1.00
00 ..... 1.25
020 ..... 1.50
030 ..... 1.70

Boilers, Coffee
60 ..... 1.35
80 ..... 1.85
100 ..... 3.15

Boilers, Rice
14 ..... 1.15
18 ..... 1.45
22 ..... 1.85
26 ..... 2.50

Bowls, Wash
26 ..... .50
30 ..... .60
34 ..... .80

Buckets, Covered
21 ..... .50
23 ..... .75
26 ..... 1.05
28 ..... 1.35
32 ..... 1.85
150 ..... .65
350 ..... .85
450 ..... 1.00
650 ..... 1.25
850 ..... 1.65
1050 ..... 1.85
1250 ..... 2.15

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
113 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .65
2 ..... .95
3 ..... 1.00

Chamber Covers
1C ..... .30
2C ..... .40
3C ..... .50

Colanders
1 ..... .65
3 ..... .95
104 ..... .65
306 ..... .90

Cups
8 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .60
30 ..... .85
300 ..... 1.40

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .45

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .75

Funnels, Pieced
01 ..... .35
03 ..... .50
05 ..... .70
06 ..... .85

Kettles, Convex
03 ..... .80
05 ..... 1.00
08 ..... 1.40
010 ..... 1.75
014 ..... 2.25
020 ..... 3.15

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
73 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... 1.00
50 ..... 1.25
70 ..... 1.60
90 ..... 2.15
100 ..... 2.60
160 ..... 1.60
180 ..... 2.10
190 ..... 2.50

Ladles, Deep
100 ..... .35
120 ..... .40
111 ..... .40

Measures
02 ..... .40
04 ..... .65
06 ..... 1.25
11 Graduated. .65

Pails, Chamber
2 ..... 1.85
40 ..... 2.60

Pails, Water
110 ..... 1.50
114 ..... 2.00

Pans, Bed
1 ..... 3.65

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .50
13 ..... .70

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .75
709 ..... .90
712 ..... 1.10

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.85
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .40
32 ..... .55
34 ..... .70
36 ..... .85

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .70
04 ..... .95
06 ..... 1.15
010 ..... 1.65
012 ..... 2.00

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .35
14 ..... .45
18 ..... .55
24 ..... .75
28 ..... 1.00

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .45
100 ..... .60
300 ..... .85
350 ..... 1.05
450 ..... 1.35
550 ..... 1.80

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .75

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .35
40 ..... .40

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .60
5 ..... .75
25 ..... .95
45 ..... 1.15

Pots, Tea
00 ..... .65
0 ..... .80
20 ..... 1.00
011 ..... .80
101 ..... 1.00
102 ..... 1.10

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.50

Pans, Milk—
6 quart 2.25

Pans, Pie—
9¾ inch ..... .50

Pans, Pudding—
1 quart ..... .60
2 quart ..... .95
4 quart 1.35

Pans, Convex Sauce—
1 quart ..... .90
3 quart 1.85
6 quart 2.75

Pots, Fireless Cooker—
4 quart 1.85
6 quart 2.35
8 quart 3.00

ANCHORS—Screws per 100, 3-16, $4.15: ¼, $6.25. Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -¾ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.25; No. 3, 30-lb., $9.50; No. 4, 40-lb., $11.00; No. 5, 50-lb., $13.00; No. 6, 60-lb., $14.50; No. 7, 70-lb., $17.00; No. 8, 80-lb., $18.50. Trenton or Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut No. 57—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.30	$1.30	$1.45	$1.70	$1.95	$2.50
Size		1½	1¾	2	2½	3
Each		$3.25	$3.75	$4.25	$7.50	$13.00
16ths	8-10	11-12	13	14	15	16
With Screw	1.65	1.80	1.95	1.95	2.20	2.20
No Screw	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
With Screw	2.40	2.40	2.70	2.70	3.00	3.00
No Screw	2.90	2.90	3.25	3.25	3.60	3.60
16ths	23	24	25	26	27	28
With Screw	3.85	3.85	4.50	4.50	5.35	5.35
No Screw	4.60	4.60	5.40	5.40	6.40	6.40
16ths	29	30	31	32		
With Screw	6.35	6.35	7.50	7.50		
No Screw	7.60	7.60	9.00	9.00		

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.
Wicking, ½-lb. balls, 40c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $9.00; per lb., 12½c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.75; 1 lb., $2.00; 1½ lb., $2.00.
Boy Scout—Handled with sheath, $2.25; without sheath, $2.00; sheaths, 35c.
Double Bit—Handled, $3.00; unhandled, $3.00.
Single Bit—Handled warranted, $3.25; second grade, $3.00.

BAGS—WATER—

½ gallon	1.00	Faucet, 3½ gallon	3.00
1 gallon	1.40	Faucet, 5 gallon	4.00
2½ gallon	2.00	Filter, 6 gallon	5.25
5 gallon	3.75		

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 12½c lb.; No. 2, 18c lb.; No. 1, 20c lb.; No. A (genuine), 70c per lb.; Challenge, $1.00 lb.; Special Motor, 75c lb.; Excelsior, 25c lb.; Acme, 70c lb.; XXX, Nickeled, $1.10 lb.

BARS—Crow, Pinch Point No. 10, 17c lb.; Wedge No. 15, 20c lb.; Lining No. 30, 20c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 20c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 70c each; Goose Neck No. 3662, ¾ x24, $1.00 each; Straight Chisel No. 14, ⅝ x15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1662, $3.65 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. See Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.10; 7-inch, $2.85; 8-inch, $4.25; 10-inch, $7.10.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.25. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c; wrought steel, 3-inch, $1.65.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	8.75
Finished brass	1.45	1.75	2.25	2.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.65	.45
12	1.00	.80	1.85	.45
13	1.15	.95	2.00	.55
14	1.15	.95	2.10	.55
15	1.35	1.05	2.25	.65
16	1.35	1.05	2.50	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $13.75. Irwin, 13 bits, $10.25; 8 bits, $7.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $3.00; Steers, small, $3.50; large, $4.50.
Expansive Bit Cutters—Clark's No. 1, 85c; No. 2. 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 75c; No. 2, 75c; No. 3, 80c; No. 4, 85c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	**Stanley, No. 1—**	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Wood Tackle—

	Com Sngl.	Com Dbl.	Com Triple	Pat Sgl.	Pat Dbl.	Pat Triple
3	1.00	1.80	2.50	1.40	2.60	3.35
4	1.20	2.15	3.00	1.55	2.95	3.80
5	1.25	2.30	3.15	1.65	3.00	4.05
6	1.50	2.75	3.85	1.95	3.75	5.10
7	1.80	3.30	4.70	2.25	4.35	5.80
8	2.50	3.85	5.30	2.95	5.35	6.95
10	3.35	5.90	8.25	4.50	7.75	9.80
12	6.00	...	...	6.90	12.00	15.20

Steel Tackle—

Size	Single	Dbl.	Triple
3	.95	1.75	
4	1.15	2.15	2.45
5	1.35	2.35	2.55
6	1.50	2.75	3.35
7	1.50	2.75	4.00
8	2.75	4.50	5.10
10	4.25	7.00	7.50

Wood Snatch—

6	4.50
8	6.50
10	9.00
12	11.00

Tackle—Dbl. Galv.—176

⅝	.20
1	.20
1¼	.25
1½	.35
1¾	.60
2	.65
2½	.85

No. 200 Buffalo—

12" Complete	44.00
14" Complete	50.00

No. 700 Climax—

12" Complete	28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x18 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt boards)—4-foot, $1.15 each; 5-foot, $1.75; 5½-foot, $2.00; 6-foot, $2.50.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Double Zinc, $1.00; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.15	1.05	.20	1.50	.25	2.00	.30	2.50	.35	3.05
2	.15	1.15	.20	1.60	.25	2.15	.35	2.70	.40	3.35
2½	.15	1.25	.20	1.70	.30	2.35	.35	2.95	.45	3.65
3	.15	1.35	.25	1.85	.30	2.50	.40	3.15	.50	3.95
3½	.20	1.50	.25	2.00	.35	2.65	.40	3.40	.55	4.30
4	.20	1.60	.25	2.10	.35	2.85	.45	3.60	.55	4.60
4½	.20	1.70	.30	2.20	.35	3.00	.45	3.85	.60	4.90
5	.25	1.80	.30	2.35	.40	3.15	.50	4.05	.65	5.20
5½	.25	1.90	.30	2.45	.40	3.35	.50	4.30	.70	5.55
6	.25	2.00	.35	2.60	.45	3.50	.55	4.50	.70	5.85
6½	.30	2.25	.35	2.95	.50	3.95	.60	4.75	.75	6.20
7	.30	2.35	.35	3.05	.50	4.10	.60	4.95	.80	6.50
8	.35	2.60	.40	3.30	.55	4.50	.65	5.40	.85	7.10
9	...	....	.45	3.60	.60	4.85	.70	5.85	.95	7.75
10	...	....	.50	3.85	.65	5.20	.75	6.30	1.00	8.40
11	...	....	...	....	.70	5.55	.80	6.75	1.10	9.00
12	...	....	...	....	.75	5.90	.85	7.20	1.15	9.60
14	...	....	...	....	...	....	...	....	1.35	10.90
16	...	....	...	....	...	....	...	....	1.45	12.15
18	...	....	...	....	...	....	...	....	1.60	13.40
20	...	....	...	....	...	....	...	....	1.75	14.70

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
Size—	10	100	10	100	10	100	10	100	10	100
⅜	.10	.55	.10	.55	...	...	...	...	...	...
½	.10	.55	.10	.55	.10	.80	...	...	...	...
⅝	.10	.55	.10	.55	.10	.80	...	...	...	...
¾	.10	.55	.10	.55	.10	.80	...	...	...	...
⅞	.10	.60	.10	.60	.10	.85	...	...	...	...
1	.10	.60	.10	.60	.15	.90	.15	1.25	.20	1.80
1¼	.10	.70	.10	.70	.15	.95	.15	1.30	.25	1.95
1½	.10	.75	.10	.75	.15	1.00	.20	1.35	.25	2.05
1¾	.10	.80	.10	.80	.15	1.05	.20	1.45	.25	2.15
2	.10	.85	.10	.85	.15	1.10	.20	1.55	.30	2.25
2¼	...	...	.10	.85	.15	1.15	.25	1.60	.30	2.40
2½	...	...	.15	.90	.15	1.20	.25	1.65	.30	2.55
3	...	...	.15	1.00	.20	1.35	.25	1.80	.35	2.80
3½	...	...	.15	1.15	.20	1.45	.25	2.00	.40	3.05
4	...	...	.20	1.35	.20	1.60	.30	2.20	.45	3.35

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.40	.20	1.65	.25	2.00	.35	2.80
2	.20	1.50	.20	1.75	.25	2.10	.35	3.00
2½	.20	1.55	.25	1.85	.30	2.25	.40	3.20
3	.20	1.60	.25	1.95	.30	2.40	.40	3.40
3½	.20	1.65	.25	2.05	.30	2.50	.45	3.60
4	.20	1.75	.25	2.15	.35	2.65	.45	3.80
4½	.25	2.20	.35	2.75	.40	3.35	.50	4.00
5	.25	2.25	.35	2.85	.45	3.55	.50	4.20
5½	.30	2.35	.35	2.95	.45	3.70	.55	4.40
6	.30	2.45	.40	3.10	.45	3.85	.55	4.60
6½	.30	2.50	.40	3.20	.50	4.00	.60	4.80
7	.35	2.60	.40	3.35	.50	4.15	.60	5.00
8	.35	2.75	.45	3.55	.55	4.50	.65	5.40
9	.35	2.90	.45	3.80	.60	4.80	.70	5.80
10	.40	3.05	.50	4.05	.65	5.15	.75	6.20
11	.40	3.25	.55	4.30	.65	5.45	.80	6.60
12	.40	3.40	.55	4.55	.70	5.75	.85	7.00
	½"		⅝"		¾"		⅞"	
1-1½	.45	3.60	.65	5.20	.95	7.70	1.25	10.50
2	.45	3.85	.70	5.60	1.00	8.25.	1.35	11.20
2½	.50	4.15	.75	5.95	1.05	8.80	1.45	11.90
3	.55	4.40	.75	6.35	1.10	9.35	1.50	12.60
3½	.55	4.65	.80	6.75	1.20	9.90	1.60	13.30
4	.60	4.90	.85	7.10	1.25	10.45	1.70	14.00
4½	.60	5.15	.90	7.50	1.35	11.00	1.75	14.70
5	.65	5.45	.95	7.85	1.40	11.55	1.85	15.40
5½	.70	5.70	1.00	8.25	1.45	12.10	1.95	16.10
6	.75	5.95	1.05	8.65	1.55	12.65	2.00	16.80
6½	.75	6.20	1.10	9.00	1.60	13.20	2.10	17.50
7	.80	6.45	1.15	9.40	1.65	13.75	2.20	18.20
8	.85	7.00	1.20	10.15	1.80	14.85	2.35	19.60
9	.90	7.50	1.35	10.90	1.95	15.95	2.55	21.00
10	.95	8.05	1.40	11.65	2.05	17.05	2.70	22.00
11	1.00	8.55	1.50	12.45	2.20	18.15	2.85	23.80
12	1.10	9.05	1.60	13.20	2.30	19.25	3.05	25.20
13	1.15	9.60	1.70	13.95	2.45	20.35	3.20	26.60
14	1.20	10.10	1.75	14.70	2.60	21.45	3.35	28.00
15	1.30	10.65	1.85	15.45	2.70	22.55	3.55	29.40
16	1.35	11.15	1.95	16.25	2.85	23.65	3.70	30.80
17	1.40	11.65	2.05	17.00	3.00	24.75	3.85	32.20
18	1.45	12.20	2.15	17.75	3.10	25.85	4.00	33.60
19	1.55	12.70	2.25	18.50	3.25	26.95	4.20	35.00
20	1.60	13.25	2.30	19.25	3.35	28.05	4.35	36.40
21	1.65	13.75	2.40	20.00	3.50	29.15	4.55	37.80
22	1.70	14.25	2.50	20.80	3.60	30.25	4.70	39.20
23	1.80	14.80	2.60	21.55	3.75	31.35	4.90	40.60
24	1.85	15.30	2.70	22.30	3.90	32.45	5.05	42.00
25	1.90	15.85	2.75	23.05	4.05	33.55	5.20	43.40
26	1.95	16.35	2.85	23.85	4.20	34.65	5.40	44.80
27	2.05	16.85	2.95	24.60	4.30	35.75	5.55	46.20
28	2.10	17.40	3.05	25.35	4.45	36.85	5.70	47.60
29	2.15	17.90	3.15	26.10	4.55	37.95	5.90	49.00
30	2.20	18.45	3.25	26.85	4.70	39.05	6.05	50.40

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—

4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.45

Cast Iron, Japanned—

2½-inch	.15
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.30

CHAIN—

Cast Iron, Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.55
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

FLUSH, Angle—All Finishes, Cast Bronze—

2-inch	.40
3-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50

Cast Bronze, All Finishes—

3-inch	.45
4-inch	.40
5-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes—

4-inch	.75
6-inch	.95
6-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.60
6-inch	.90
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.75
22	4.25
61	2.25
62	3.25
71	3.25
72	4.75
81	4.50
82	6.25
91	4.00
92	5.75
592	6.75

Ferrostat—

504R	11.00
505R 2-qt.	16.00
505N	16.50

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00

Stanley—

50½	13.25
246	25.50
358	32.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp.—

72	25.00
73	25.75
74	30.50
75	31.25

Stearn's Perfection—

20	5.00

BRACES—

P. S. & W., No. 7008, $5.75 each; No. 7010, $6.00; 7012, $6.25; 8010B, $7.50; 8012B, $8.00; 8014B, $8.25.

Stanley, No. 921, 8-inch, $6.00 each; 10-inch, $6.25; 12-inch, $6.50; 14-inch, $6.75.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.60
4x 5	.20	4x 5	.65
5x 7	.30	5x 7	.75
6x 8	.35	6x 8	.90
7x 9	.40	7x 9	.95
8x10	.45	8x10	1.00
10x12	.60	10x12	1.25
12x14	1.00	12x14	...

FILLERS—Thermos and Universal—

½ Pint	1.50
1 Pint	1.75
1 Quart	2.50

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos— Jugs.		Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1¼-inch	.25	.15	.10
1½ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $3.00 each. No. 4, $3.75 each; No. 8, $4.75 each; No. 44, $3.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.35; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.60	Rattan, 6 rows, 12-in.	1.35
Bassine, 16-in.	1.75	Rattan, 6 Rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattain, 8 rows, 14 in.	1.25

BRUSHES—

CASTING—

Round	.80
Oblong	.60

Counter—

Dusting, com.	.90
Extra quality	1.20
White bristles	1.75

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	2.25

Gear—

Handles	.65
Hand or Nail	.10

Horse—

Rice Root, 12½ lb	.75
Rice Root, 18 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 18 lb.	.95
Mixed Fibre, 18 lb.	.90
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	.85

Kalsomine—

7-in., single	2.40
3x7½ in blocks	6.75

Marking—(Round)—

White bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.30	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—

3 knots, 14-lb.	2.00
4 knots, 18-lb.	2.50

Sash—Chisel Point—

½x1½-in.	.20
⅝x1⅝-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40

Scrub—

Gray Tampico, 10"	.40
Gray Tampico, 12"	.50
Ox Fibre, 7"	.40
Ox Fibre, 10"	.50
Ox Fibre, 12"	.55
White Tampico, 8"	.35
White Tampico, 11"	.50
White Tampico, 12"	.70

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅝-in.	.35
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.35
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1½-in., 2½-lb.	.35
1½-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.15
Squeegee, 10-in.	.30
Squeegee, 12-in.	.35
Squeegee, 14-in.	.40
Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 2, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.

Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2½ x4½	3.25	4.25
2½ x4½	3.50	4.35

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 80c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CESSPOOLS—BELL—

	Hinge	Loose
2-inch 6x6 Bell	1.50	1.25
3-inch 9x9 Bell	2.00	1.75
4-inch 13x13 Bell	4.00	3.25

CHAINS—Tire.

Size Tire—Weeds	Pair	Size	Pair
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	12.00
		5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—

6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅜, 35c lb.; ⅝, 30c lb.

Passing Link (coil)—4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.

Proof Straight Link (coil)—3-16 black, 20c lb.; ¼, 25c lb.; 5-16, 20c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 17c ft.; 0, 16c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c; No. 6, 25c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	4.00	0	2.00
10	6.25	1	2.50
12	5.75	2	3.00
22	9.75	3	4.00
32	12.75	304	9.75
		Russwin	
		0 R	2.50
501	2.25	1 R	3.00
602	2.75	2 R	3.50
703	3.50	3 R	4.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.20	.35	.55	.50	.50
5-16	.25	.35	.60	.50	.55
⅜	.25	.40	.65	.55	.60
½	.30	.45	.75	.65	.75
⅝	.40	.55	.85	.70	.85
¾	.45	.65	.90	.90	1.00
⅞	.75	.90	...	...	1.25
1	.80	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.75 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.

Improved Cylinder—No. 1 $6.35; 2, $7.50; 3, $6.75; 4, $8.75.

Sturges Steel—No. 1, $10.85; 2, $12.65; 3, $14.65.

Glass Family—Universal, No. 15; $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dasey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dasey, No. 10, 65c; 20, 95c; 30, $1.25; 40, $1.50.

Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.

Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.

Dash and Handle—25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft., pair, $6.50; 1½ ft., $7.00; 2 ft., $7.25.

Carriage Makers—Common—2½ in., 70c; 3-in., 80c; 4-in., $1.10; 5-in., $1.45; 6-in., $1.85; 8-in., $2.75; 10-in., $3.75; 12-in., $4.75.

Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅝ inc., each, 15c; ⅞, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.25
No. 1	5.75	No. 1	2.75
No. 2	8.00	No. 2	3.75
No. 3	10.50	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized—

Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.18	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
⅝ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05¾
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal, Galvanoid	.06
8 mesh	.14	16 M—Opal, Galvanoid	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each			Each
Ball—	½-inch...	1.25		7-inch...	1.35
	⅝-inch...	1.50		8-inch...	2.10
	¾-inch...	1.85	No.		Each
	1-inch...	3.35	Gas Hose—	¾-inch...	.35
Floats—	5-inch...	.55		½-inch...	.40
	6-inch...	.95		¾-inch...	.55

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.65	.75	.80	.90	1.50	2.25	3.00	5.25

COMPASSES—No. 40-4, 45c each; 6, 60c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each; No. 30, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.

Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—2-gal. with push faucet, $5.50 each; 3-gal., $6.75; 4-gal., $8.50; 6-gal., $10.00; 8-gal., $12.50; 10-gal., $14.50.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		5 pints	2.50
8½ inch.....	3.00	6 pints	2.75
9½ inch.....	3.25	Tea Pots.	
10½ inch.....	3.50	2 pints	1.75
Coffee Pots.		3 pints	2.00
3 pints	2.00	4 pints	2.25
4 pints	2.25	5 pints	2.50

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50
Tinners—	
½ pound, per pair.....	.25
1 pound, per pair.....	.35
1½ pound, per pair.....	.50
2 pound, per pair.....	.60
3 to 14 pounds	.50

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Silver Lake—Per hank: No. 6, $1.65; 7, $2.15; 8, $2.65; 10, $4.25; 12, 5.25.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $1.25; 5N, $1.50; 8N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $20.00; 6, $30.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.35; 4, $15.30.
Trimo—No. 11, $3.40 each; 12, $4.50.

DAMPERS—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.

Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each.
8	7.50	12A	6.50
8½	9.50	87	12.00
9½	14.00	97	12.75
10½	24.00	118	7.50
490½	20.00	Yankee—Millers Falls, Hand—	
1003	18.00	1	3.50
1005	21.50	2	5.25
11	22.00	2B	4.75
Goodell-Pratt Breast Drills—		3A	4.00
6	5.35	5	4.00
07	5.50	98	5.75
245	5.00	105	3.75
279	13.25	306	5.50
Millers Falls (Breast)—		343	4.00
12	7.50	1980	5.75

Drill Presses—Millers Falls

20	11.00	28	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.00	455	9.25
4½	2.80	545	12.00
5½	5.20	550	10.50
5½B.....	5.20	555	13.75
49	2.30	1430	4.50
53	3.70	1445	8.00
54	4.90	1455	9.25
154	5.00	1530	6.00
259	6.40	1540	10.00
329	3.40	1545	11.50
379	3.50	1550	11.75
385	3.40	1555	13.75
445	3.00		

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	50	4.80

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.25	12	.50
3	.25	13	.55
4	.25	14	.60
5	.25	15	.65
6	.30	16	.70
7	.35	17	.75
8	.40	18	.85
9	.45	19	.90
10	.45	20	.95
11	.50	24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20	15-32	.80
3-32	.20	½	.90
⅛	.20	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.20
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.50	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.25
13-32	.70	1	2.50
7-16	.75		

Straight Shank Carbon Steel, Short Set—

1-32	.15	7-32	.35
3-64	.15	15-64	.35
1-16	.15	¼	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
⅛	.15	⅜	.50
9-64	.15	13-32	.60
5-32	.15	7-16	.70
11-64	.20	15-32	.85
3-16	.20	½	1.00
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25	36 to 40.....	.15
6 to 10.....	.20	41 to 45.....	.16
11 to 15.....	.20	46 to 50.....	.15
16 to 20.....	.20	51 to 55.....	.15
21 to 25.....	.20	56 to 60.....	.15
26 to 30.....	.15	61 to 80.....	.15
31 to 35.....	.15		

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

¼	18.00	9-16	36.00
5/16	22.00	⅝	88.00
7-16	26.00	¾	52.00
½	30.00		

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—
E940 ..... 22.00
E9850 ..... 20.00
Grills—
E982 ..... 13.25
E984 ..... 14.00
Heaters, Immersion —
E970 ..... 6.00
Irons, Curling—
E9901 ..... 6.75
E99011 ..... 7.50
Irons, Pressing—
E901 ..... 9.00
E902 ..... 8.00
E905 ..... 8.00
E9023 ..... 7.25
E9035 ..... 8.00
E9051 ..... 9.00
Pads, Heating—
E9940 ..... 12.50
Percolators—
E9435 ..... 15.00
E9437 ..... 16.50
E9439 ..... 18.00
E9635 ..... 13.00
E9637 ..... 14.50
E9639 ..... 16.00
E9646 ..... 19.00
E9649 ..... 21.00
E9676 ..... 12.00
Ranges, Table—
E9841 ..... 22.00
Stoves—
E998 ..... 9.50
E997 ..... 9.50
E9960 ..... 8.50
Toasters—
E945 ..... 9.00
E946 ..... 7.50
Urns, Coffee—
E916 ..... 19.00
E919 ..... 20.50
E9136 ..... 16.50
E9146 ..... 21.50
E9149 ..... 24.00
E9166 ..... 25.00
E9169 ..... 27.50
E9176 ..... 17.50
E9179 ..... 19.00
E9166044 ..... 47.75
E9169044 ..... 50.25
Vacuum Cleaners—
E701 ..... 39.50
Attachments 10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $11.25 each; 20502, $21.00; 20503, $25.00.

Grills—No. 116G1, $18.00 each; 136G1, $14.00; 20101, $12.50.

Heaters, Air—No. 30403, $12.50 each; 30404, $14.50; 30603, $36.00; 30604, $49.00; 116A4 (Hedlite), $12.35.

Heaters, Immersion—No. 113W16 (50201), $5.75 each; 115W16 (50202), $6.75; 115W17 (50203), $8.25.

Irons, Curling—No. 112L1, $7.50 each; 112L2, $6.75.

Irons, Pressing—1113S12 (11103), $8.75 each; 115F22 (11203), 3-lb., $7.25; 115F5 (11205), 5-lb., $8.00; 115F17 (11206), 6-lb., $8.00; 11307, $10.50

Pads, Heating—114Q3 (50142), $10.00; 114Q4 (50151), $11.25.

Percolators—No. 20611, $12.00; 20620, $13.50; 20621, $14.50; 20622, $19.00; 20650, $19.50; 114P18 (20651), $25.50; 114P17 (20652), $27.50.

Stoves—No. 116D1, $11.00; 136D1, $12.50; 20301, $8.00; 20302, $8.50; 40101, $8.50; 40102, $10.25; 40103, $14.00; 40104, $16.05; 40105, $19.50; 40106, $7.25.

Toasters—No. 114T5, $7.50; 115T1, $9.50.

Vacuum Cleaners—No. 112V2, $45.00; Attachments, $11.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½ split	.06
Lamp Guards, Style A—16 C. P.	.40
Style H—16 C. P.	.85
Style H—32 C. P.	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.10
¼ (250 feet in coil)	.11
	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 319, Cleat, Mesco No. 16445	.20
No. 333, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ⅛-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.95
Sticktite Friction, ½-lb. rolls	.95
Paraweld Rubber, ½-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.04
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	1.25
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—
7-inch, each ..... .25 8-inch ..... .30
9-inch ..... .35

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	4.50	.25
3-16 inch	2.00	.30	3-16 inch	6.00	.30
¼ inch	2.50	.35	¼ inch	7.50	.35
5-16 inch	3.00	.45	5-16 inch	9.00	.40
⅜ inch	3.50	.65			

FILES—

Length, inches—	3-3½	4½	5½	6	8	10
Band Saw, Slim	...	...	...	.25	.30	.45
Knife, Bast.	...	...	...	.45	.50	.60
Regular Taper	.15	.15	.20	.25	.35	.55
Slim Taper	.15	.15	.20	.20	.30	.50
Warding, Bast.	...	...	...	.35	.40	...

Length, inches—	3-4	6	10	12	14	16
Flat Bastard	.20	.25	.40	.55	.80	1.05
Half Round Bast.	.30	.40	.55	.70	.90	1.20
Mill Bastard	.20	.20	.35	.45	.65	.85
Round Bastard	.20	.20	.35	.45	.65	.85
Square Bastard	.25	.30	.45	.60	.80	1.10

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, e.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Chain Nos.	6239	6239B	Watch Chain Bat'y No.				1204
Complete, each	$1.00	$1.10	Battery only, each				$ .35
Case and Bulb, each	.75	.85					

Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.80	$0.80	$0.80	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

Qts.	Each.		
1	4.00	2	6.45
3	4.60	3	7.65
3	5.55	4	9.45
4	6.50	6	11.85
6	8.60	8	15.40
8	11.10	10	20.50
Toy	4.00	12	24.50
White Mountain		15	29.25
1	5.55	20	38.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.55.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —

Stebbins—¾-inch, 75c each; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—½-inch, 85c each; ¾-inch, $1.00; 1-inch, $1.10; 1¼-inch, $1.30; 1½-inch, $1.50; 2-inch, $2.10.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.85	77	1.85
94	2.15	71	1.00
95	2.00	90	.80
95½	1.65	91	1.85
Marking—Stanley—		92	2.75
61	.15	97	1.30
64	.50	98	2.00
65	.90		

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	80%	80%
Double Strength	80%	80%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—	Standard			Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c. Railroad—Clear, 30c each; Green or Red, 85c. Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 75c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

Common	.35
Cabt.	.40
White	.45

Imperial Liquid—

Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt
List, doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾-inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—	¼ inch	1.50	1	inch	2.10
	⅜ inch	1.50	1¼	inch	2.25
	½ inch	1.65	1½	inch	2.50
	⅝ inch	1.70	1¾	inch	2.75
	¾ inch	1.80	2	inch	3.25
	⅞ inch	2.00			

GRAPHITE—Flake, per lb., 80c.

GALVANIZED WARE

Boilers, Wash

227	2.75
228	3.00
229	3.25

Bowls, Wash

7	.35
7½	.40

Buckets, Fire

314	.70

Buckets, Well

101 (10 qt.)	.60

Cans, Garbage Smooth

200	1.00
300	1.25
400	1.50
500	1.75
600	2.10
700	2.65

Corrugated

2	1.00
3	1.25
4	1.50
5	1.75
6	2.10
70	2.65
80	7.00
90	7.75
100	10.75

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.70
505	1.80
605	2.10

Cans, Oil

0	.60
02	.90
15	.65
25	2.00
105	1.60
205	2.10

Canteens, see page 195.

Dippers, Laundry

525 (4-qt.)	.60

Hods, Coal

615	.80
616	.90
617	.95
618	1.00

Pails, Cement

14	1.65
114	2.25

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.70
16	.75
18	.85
20	1.00

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.60

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	.95
4	1.35

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.65
522	1.85
526	2.25

Tubs, Foot

51	.80
52	.90
53	1.05
54	1.35

Tubs, Wash

A	.70
B	.75
0	1.00
1	1.15
2	1.35
3	1.60
10 S	1.75
20 S	2.00
30 S	2.25

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RETAIL SELLING PRICES—Continued.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.		
15 to 40 lbs.	8.00	19 inch	1.50
40 to 200 lbs.	8.00	Mounted—Hand—	
Over 200 lbs.	8.50	7 inch	3.00
Fixtures and Axle—		8 inch	3.25
15 inch	1.25	10 inch	4.00
17 inch	1.40	12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power—					
Lgth.	Wdth.	Lt.	Heavy.		
8"	9-16	.90	....		
10"	⅝	1.15	....		
10"	⅝	1.35	1.95		
10"	1	....	2.45		
12"	⅝	1.55	....		
12"	¾	1.60	2.35		
12"	1	2.30	2.95		
14"	⅝	1.70	....		
14"	¾	1.90	2.75		
14"	1	2.65	3.50		
16"	¾	2.15	3.15		
16"	1	3.05	3.90		
17"	¾	2.30	....		
17"	1	3.25	4.15		

Hand, Lenox—		
Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Starrett, Victor, Star—		
8-inch	.10	.80
9-inch	.10	.90
10-inch	.15	1.00
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 86½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½, $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters' Nail—No. 1, $2.35 each; 1½, $2.25; 2, $2.00; 11, $2.25; 11½, $2.00; 12, $1.85; 12½, $1.80; 13, $1.75; 14, $1.65; 34, $1.50; 611½, $3.00; 710, $3.00; 711, $2.25; 711½, $2.00; 712, $1.85; 713, $1.75.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 108, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—875, $2.50; 876, $2.40; 877, $2.25; 878, $2.15; 879, $2.10; 770, $3.25; 770½, $2.75; 771, $2.50; 772, $2.25; 773, $2.00; 774, $1.85; 775, $1.75; 776, 1.50; 777, $1.45; 778, $1.35.

HAMMERS, CLAW—

Stanley No. 22—	
16 oz.	2.00
20 oz.	2.25
No. 12 and 12B—	
5 oz.	1.65
7 oz.	1.75
10 oz.	1.80
13 oz.	1.85
16 oz.	2.00
20 oz.	2.25
Plumb's Engineers—	
261	1.85
262	2.10
263	2.25
264	2.40
Plumb's Machinist's Ball Pein—	
18	.65
370	1.50
371	1.50
372	1.50
373	1.55
374	1.65
375	1.75
376	1.90
377	2.00
379	2.25
381	2.75
Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.35
251, 7 oz.	1.40
252, 9 oz.	1.50
253, 12 oz.	1.60
254, 15 oz.	1.65
255, 18 oz.	1.75
256	1.85
Plumb's Brick—	
461	**3.00**
462	**1.75**
3154	**1.15**
3155	**1.35**
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼x4	....	....	2.30
2¼x4½	....	....	2.40
2½x4½	1.25	1.60	2.50
2½x5	1.40	1.75	2.65
2¾x5	1.65	2.00	3.80
2¾x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 118, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60. Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No.	With Brackets
20½B for 31 track	5.10
27½B for 31 track	7.50
Without Brackets	
30 for 30 track	2.40
135-1 for 31 track	3.50
38-1 for 61 track	1.65
Myers No. 3	3.50
Myers No. 4	2.75
Lanes No. 25	1.40
Wilbern, rnd. tr., No. 5	3.00

HANGERS, PARLOR DOOR—Complete with track—

Richards-Wilcox, Double.	
No. 11 with 14 ft. of track	5.00
Size. No. 221	
25	12.00
26	12.00
27	13.15
28	14.25
29	15.40
210	16.50
Richards-Wilcox, Single.	
No. 11, with 7 ft. of track	2.50
Size No. 221	
13	6.00
14	7.15
15	8.25
16	9.40
17	10.50
18	11.60
Prouty, No. 5S	4.35
Prouty, No. 5D	8.75
Lanes, No. 0105	4.85
Lanes, No. 0105A	4.65
Lanes, No. 0105NT	3.75
Lanes, No. 105A	9.45
Lanes, No. 105	11.50
Lanes, No. 105NT	7.75

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 86, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 45c; 12-in., 75c.
S. C. 912—3-in., each, 20c; 4½-in., 20c; 6-in., 25c; 8-in., 35c; 10-in., 55c.
1308¼—3-in., each, 35c; 4½-in., 50c; 6-in., 70c.
Lock—20, Prouty, 75c each; 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 45c. 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 40c. 45c each; 941J, 65c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15, St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.
Flooring—Plumb, $2.75; White, $4.00.
Broad—1 Plumb, $2.75; 2, $3.00; 3, $3.50; 4, $3.75; 5, $4.50.
Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.35; 2 Plumb, $2.50; 3 Plumb, $2.60.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.25; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS—MOP—Cotton—No. 9, 35c each; No. 12, 45c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 55c each; No. 015, 70c; No. 018, 80c; No. 020, 90c.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1½-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 284-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 85c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1½x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—
Light Loose Pin Butts—289D2&F, 2x2, 40c; 3x3, 60c; 289SF2, 45c; 60c; 289N, 55c; 70c.
Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.
Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.
Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.
Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 55c; 4x4, 70c; 5x5, $1.85; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.85; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 783, 3x3, 55c; 4x4, 75c: 5x5, $1.40.
Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.
Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.
Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.
Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.
Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.
Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Dutch Ovens—No. 3, $4.25 each.; 9, $4.85; 10, $6.00; 11, $7.10; 3, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.
Gem Pans—No. 1, $1.25 each; 3, $1.25; 6, $1.25; 10, $1.50; 11, $1.25.
Griddles—No. 7, $1.25 each; 8, $1.30; 9, $1.60; 10, $1.95; 12, $2.25; 14, $2.85; 16, $3.45.
Kettles, Stove—No. 7, Round, $3.15 each; 8, $3.65; 9, $4.50. No. 7, Flat, $3.15 each; 8, $3.65; 9, $4.50.
Skillets or Spiders—No. 4, $1.15 each; 5, $1.25; 6, $1.30; 7, $1.35; 8, $1.50; 9, $1.85; 10, $2.15; 11, $2.85; 12, $3.30.
Scotch Bowls—No. 2, $2.00 each; 3, $2.40; 4, $2.70.
Waffle Irons—No. 7, $2.35 each; 8, $2.65; 9, $3.10; 7-D, $2.85; 8-D, $3.25; 11, $3.35; 12, $5.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.
Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.
Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 40c; 08, 45c; 09, 60c; 1010, 70c; 012, 85c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55
Coat and Hat—	
Double, cast, heavy	.75
Single, cast	.50
Medium, cast	.90
Heavy, cast	1.00
Cast, nickel plated	.95
Cast, copper finish	1.00
Cast, brass finish	1.15
Cast, bronze, all fin.	4.50
Porcelain, solid	.15
Wire, Japanned	.25

Wire, tinned	.30
Wire, nickel plated	.40
Clothes Line—	**Ea.**
Malleable iron, Jap	.10
Malleable iron, Galv.	.15
Grass—	**Each**
14-in., 16-in., 18-in.	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.75
Finest quality steel	.90
Forged tool steel	.60
Hammock—	
To screw	.15
With plate	.15
Hay Fork—	
⅝-inch pl. wr'ght steel	.80
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.
Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.
Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.
Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.
Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 15c; ¾-inch, 15c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.
Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 75c. Oakland Pattern. ¾-inch, 65c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 24c.
Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 25c; ¾ inch, 28c; 1-inch, 40c; Electric smooth, ½-inch, 24c; ¾-inch, 27c; 1-inch, 36c; Second Grade, ½-inch, 22½c; ¾-inch, 25½c; Third Grade, ½-inch, 21c; ¾-inch, 24c; Fourth Grade, ½-inch, 19c; ¾-inch, 22c.

IRON SHEETS—

Galvanized—	Cut Sheets	Full Sheets
10 to 20	.14	.11
20 to 30	...	.13
Black Sheets—		
10 to 16	.12	.09½
18 to 24	.12	.09½
26 to 30	.13	10½
Corrugated Sheets, Galvanized—		
26 Ga.		9.00
28 Ga.		8.50
Rockface Siding		9.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.10
1⅝-inch, Block	.75	1¾-inch Double	1.25
1¾-inch Single	.80	2-inch Double	1.35
2-inch Single	.85	2⅛-inch Double	1.45
2⅛-inch Single	.95	2⅜-inch Double	1.70
2¾-inch Single	1.05	2⅝-inch Double	1.85

IRONS—Sad. Common, 20c lb.
Mrs. Potts—No. 50, $3.75 per set.
70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $3.50 set.

KITS—Lunch—
Thermos—391-395, $3.75; 392-396, $4.00; 393-397, $4.35; 394-398, $5.00.
Universal—No. 310, $4.50 each; 320, $5.00; 410, $4.75; 510, $5.25; 3070, $4.00; 4070, $6.00.

KNIFE—Corn—
Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—
Iron handled, set, $1.75.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—
Maple base, each, 5c; doz., 35c.

LACING—Belt—
Rawhide, Cut

Size ¼, per ft.	.03	0 and 1, coil	.60
Size 5-16, per ft.	.03½	2, coil	.70
Size ⅜, per ft.	.04	3, coil	.80
Size 7-16, per ft.	.05	0M, 1M, 2M, 3M spl.	.80
Size ½, per ft.	.06½	**Hooks**	**Doz.**
Size ⅝, per ft.	.07½	10	.05
Size ¾, per ft.	.09	8, 9, 10	.05
Wire		6, 7	.10
0 and 1, coil	.75		

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LANTERNS—Coleman Quick-Lite, Gasoline, LQ827—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.
Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST	
Little Star Tin Lanterns	1.50
Hi-Lo Tin Lanterns	2.00
Victor Tin Lanterns	1.35
Monarch Tin Lanterns	1.35
O. K. Tin Lanterns	1.50
No. 2 Royal Tin Lants	1.75
COLD BLAST	
Junior Tin Lanterns	1.50
Junior Brass Lanterns	2.50
Junior Brass Nickel-plated Lanterns	2.50
No. 2 Crescent Tin Lanterns	2.10
No. 2 Blizzard Tin Lanterns	2.10
No. 2 Large Fount Blizzard Lanterns	2.60
Little Wizard Tin Lanterns	1.45
D-Lite Tin Lanterns	1.65
No. 2 Large Fount Wizard Lanterns	2.10
DASH AND WAGON	
Buckeye Dash Lant'ns	2.25
Junior Wagon Lant'n	2.35
Roadster Wagon Lanterns	2.35
DRIVING	
Eureka Driving, plain lens	2.50
Same with optical lens	2.65

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RETAIL SELLING PRICES—Continued.

Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL

Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.

King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL

No. 15 Wall Lanterns...8.00
No. 25 Wall Lanterns...3,15
No. 30 Beacon Wall Lanterns 8.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING

Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM

Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED

Police Flash Lanterns...2.00
Traffic Signal Lanterns..4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 20c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.

Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.

No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.

Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 84, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LIFTERS—Hot Pan—20c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.

Transom, Coppered—¼x3-in., 55c each; ¼x4, 60c; 5-16 x4, 90c; 5-16x5, $1.05.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.

Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.

Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.

Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.

Steel—15½x23½, $3.00 each; 17½x30, $4.00; 21½x36, $6.00.

Steel Matting in Rolls—Per sq. ft., $1.20.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs.	1.50
Long Cutter, Standard, 6 lbs.	1.65
Pick, Standard, 6 lb.	1.65
Handled, D E 3	1.00
Handled, C E 3½	1.65
Handled S Q 3½	1.25

MAULS—Post—10-lb., $1.65 each; 13-lb., $2.25; 16-lb., $2.75; 18-lb., $3.10; 20-lb., $3.45.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider—
Junior 42.00
Medium 48.00
Senior 65.00
Force Feed 80.00

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, $1.25 each; No. 3, large triangle, $1.75; No. 10B, polish, $1.50.

Self-Wringing—No. 10, $1.10 each.

MOP STICKS—No. 2, 25c each; No. 7, 40c each; No. 13, 40c each; No. 70, $1.15; Janitor's, 75c each.

MOWERS—Lawn

Great American—

15-inch	25.00
17-inch	27.50
19-inch	30.00
21-inch	33.00

Common—

12-inch	9.00
14-inch	10.50
16-inch	10.75

Pennsylvania—

14-inch	22.00
16-inch	25.00
17-inch	36.00
19-inch	40.00
21-inch	44.00

NAILS—New Base, $5.25.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.18; 60 in., $8.91; 72 in., $10.69.

Sell Full Roll—12 in., $2.25; 18 in., $3.35; 24 in., $4.10; 30 in., $4.90; 36 in., $5.65; 48 in., $7.50; 60 in., $9.35; 72 in., $11.25.

Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3¼c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.

1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.58; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.

Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.

Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.

1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.13; 24 in., $9.08; 30 in., $10.88; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.

Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.

Sell Out (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.

¾-inch., 20-gauge—List Roll,12 in., $3.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.

Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.

Sell Cut (lin. ft.)—12 in., 8⅛c; 18 in., 12⅛c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—

Kraeuter's—

5-inch	1.35
6-inch	1.50
7-inch	1.85
8-inch	2.15

Nettleton's—

6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75

Utica—

Compound, 5½-inch..	2.65
Compound, 7½-inch..	3.15
Compound, 9-inch....	3.75

Utica—

Common, 5-inch.....	1.60
Common, 6-inch.....	1.85
Jeweler's, 3½-inch...	2.00
Jeweler's, 4½-inch...	2.25

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Reg. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—

Copperized Steel—

13	.40
14	.45
14B	.55
15A	.60
16	.65

Cannon Pump—Brass—

11	2.75
12	3.00
13	3.50

Cannon Pump—Tin—

1	1.75
2	2.00
2½	2.25
3	2.25

Fellce—

3	1.75
4	1.85
5	2.00
6	2.15

Zinc, Chase's—

00	.15
0	.15
1	.20
2	.25
3	.30
4	.35
5	.45
6	.60

OPENERS (Can)—

No.	Each.
4	.10
16	.15
100	.30
140	.15
340	.30

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Boss—

No.	Each.
012	5.25
055	5.75
0200	5.25
450	5.50
Perfection—	
121 G	6.25
122 G	7.50
Pinney & Boyle—	
11	3.00
18	3.75
550	5.50
700	5.50
750	6.50
755	6.75
111	3.75
118	4.50
120	6.75
218	4.00
220	7.35
318	4.50

PACKING—Sheet Rubber—Standard I. C., 50c lb.; Rainbow, 65c.
Italian Hemp—Common, 45c lb.
Square Flax, braided, 65c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.

PADS—Sweat—No. 68 N12, Red Edge, 24-in., $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—

No.	Each.
958	.85
2802½	.45
2822¼	.65
2869	1.25
2879	2.10
2880	2.35
2881	3.00
2883	4.50
Miller—	
1	1.85
016	.85
18	.40
18 D	.40
19	.40
21	.50
75	.55
76	.85
78	1.00
96	.55
96C	.75
121	.55
5441	1.15
Slaymaker—	
1902	.75
1903	.55
9902	.75
9902 N C	.70
21090	.80
Yale—	
223	.85
225	1.25
453 J	.40
453 X	.40
563	1.85
565	2.25
585	2.00
635	1.75
645 J	.65
803	2.25
805	2.25
805½	2.50
813	2.50
815	2.50
823	2.75
833	3.00
843	3.35
853	3.75
8454	2.75

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon 2.00
5 gallon 1.70

Alum—
Pwd., less than 100 lbs., lb. ..... .14

Benzine—
New cans, cased, gal. .60
Old cans, uncsd, gal. .40

Coal Tar—
5-gal. .....Gal. .40
1-gal. .....Gal. .55

Creosote—
Gal. ..... .70

Distillate—
Light, gal. ..... .40

Glue—
No. 2 Gelatine.... .50
Chicago White ... .50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S. lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.11
1's .....Gal. 1.40
½'s .....½-Gal. .85
¼'s .....Qt. .50
⅛'s .....Pt. .30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85

Paint, Dry Colors—

Umber	.12
Chrome Green, Med	.20
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.08
Yellow Ochre	.05

Painters' Petroleum—
I-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .08

Putty, Bladder—
Less than 100 lbs. .07½

Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. Cans	.12½
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85 lb. Cans	.06½

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10
Less 25 lbs..... .10½
100 lbs., 5-lb. pkgs. .09¼
Less 100 lbs. 5-lb. pkgs. ..... .10

Turpentine—
5's .....Gal. 1.12
1's .....Gal. 1.25
½'s .....½-Gal. .75
¼'s .....Qt. .45
⅛'s .....Pt. .25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.30	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 25c; cut, per lb., 25c; over 1-16, full roll, per lb., 25c; cut, per lb., 25c; Asbestos Millboard, 30c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	4.25	3.75
No. 1-1000	8.25	7.25
No. 2-500	6.25	5.25
No. 2-1000	12.00	9.75
No. 3-500	9.00	7.85
No. 3-1000	17.50	14.75

Red Resin—17-lb., $1.30; 20-lb., $1.50; 25-lb., $1.80; 30-lb., $2.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $2.75; Deadening, per lb., 06½c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.75.

ROOFING—

Standard or Cronolite—	
1 ply square	2.50
2 ply square	3.15
3 ply square	3.25
Malthoid or Rubberoid Roofing—	
1 ply	4.00
2 ply	5.00
3 ply	6.00
Malthoid Junior	4.25
Roofing Cement—Preservative	
Bbls., per gal.	.20
5 Gal., per gal.	1.25
1 Gal., per gal.	1.35
Pint	.30

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.25 per roll; 25-lb., $1.50; 30-lb., $1.75.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.85	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	5.50	74	6.75
48	6.00	76	7.00
52	5.25	79	7.75
54	5.50	714	8.50
56	6.00	464	6.75
58	6.75	466	7.25
64	6.00	469	8.00
66	6.50	474	7.25
69	7.25	476	7.75
614	8.00	479	8.50

Percolator Tops, 15c each.

PICKS—Railroad, 5-lb., $1.25 each; 6-lb., $1.35; 7-lb., $1.50; 8-lb., $1.75; 9-lb., $2.00.
Drifting—No 1, $1.10 each; 2, $1.25; 3, $1.35; 4, $1.50.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PIPE—

	Standard Black Cut Length Pr. Ft.	Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Full Length Pr. 100	Cutting and Threading Outs Each	Threads Each
⅛-inch	.05	4.80	.07	6.80	.04	.08
¼-inch	.05½	5.25	.08	7.45	.04	.08
⅜-inch	.05½	5.25	.08	7.45	.04	.08
½-inch	.07	7.10	.09	8.85	.04	.08
¾-inch	.09½	9.00	.11½	11.20	.04	.08
1 -inch	.14	13.40	.18	16.50	.04½	.09
1¼-inch	.19	18.05	.23½	22.30	.05½	.11
1½-inch	.22½	20.05	.28	26.65	.06	.12
2 -inch	.31	28.90	.38	35.00	.07½	.15
2½-inch	.48	45.65	.61	56.85	.11½	.23
3 -inch	.61	59.80	.78	74.30	.15	.30
3½-inch	.84	80.40	1.17	112.30	.19	.38
4 -inch	.99	95.30	1.39	132.85	.26½	.53

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RETAIL SELLING PRICES—Continued.

PIPE—Gas and Water—Black—⅛-inch, 6c foot; ¼-inch, 6½c; ⅜-inch, 6½c; ½-inch, 8c; ¾-inch, 10½c; 1-inch, 16c; 1¼-inch, 21c; 1½-inch, 25c; 2-inch, 33c.
Galvanized—⅛-inch, 8½c per ft.; ¼-inch, 9½c; ⅜-inch, 9½c; ½-inch, 10c; ¾-inch, 12½c; 1-inch, 19c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 41c.

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS—Price each—Black.

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	.10	.10	.10	.10	.10	.10	.10	.10	.15
Caps	.10	.10	.10	.10	.10	.10	.15	.20	.30
Couplings	.10	.10	.10	.10	.15	.20	.25	.30	.40
Crosses		.10	.10	.15	.20	.35	.35	.45	.70
Elbows, 90 dg.	.10	.10	.10	.10	.10	.15	.20	.25	.35
Elbows, 45 dg.		.10	.10	.10	.10	.15	.30	.35	.45
Elbows, red.		.10	.10	.10	.15	.15	.20	.25	.45
Elbows, S. O.			.10	.15	.20	.30	.40	.50	.90
Elbows, Street	.15	.10	.10	.10	.15	.15	.20	.25	.45
Floor Flanges		.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.10	.10	.10	.10	.10	.10	.15	.15	.20
Plugs	.10	.10	.10	.10	.10	.10	.10	.10	.10
*Reducers		.10	.10	.10	.10	.15	.15	.20	.35
Ret. Bends, Cl.			.15	.15	.20	.35	.45	.55	.80
Tees	.15	.10	.10	.10	.10	.15	.20	.30	.50
Tees, 4-way			.10	.15	.20	.30	.50	.70	1.15
*Tees, Red.		.15	.15	.15	.20	.35	.35	.45	.75
Unions	.15	.15	.20	.20	.25	.30	.40	.50	.65
Galvanized—									
Bushings		.10	.10	.10	.10	.15	.15	.20	.30
Caps	.10	.10	.10	.10	.10	.15	.25	.30	.45
Couplings	.10	.10	.10	.15	.20	.25	.35	.45	.55
Crosses		.15	.15	.25	.35	.50	.60	.80	1.25
Elbows, 90 dg.	.15	.10	.10	.10	.15	.20	.30	.35	.60
Elbows, 45 dg.		.10	.10	.10	.15	.25	.45	.50	.70
Elbows, Red.		.10	.10	.15	.20	.25	.35	.45	.80
Elbows, S. O.			.10	.15	.25	.40	.60	.75	1.30
Elbows, Street	.20	.10	.10	.15	.20	.25	.35	.40	.80
Floor Flanges		.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.10	.10	.10	.10	.10	.15	.20	.20	.30
Plugs	.10	.10	.10	.10	.10	.10	.10	.15	.20
*Reducers		.10	.10	.10	.15	.20	.25	.30	.50
Ret. Bends Cl.			.20	.25	.30	.50	.75	.90	1.45
Tees	.15	.10	.15	.15	.15	.20	.35	.50	.85
Tees, 4-way			.15	.20	.25	.45	.70	1.00	1.70
*Tees, Red.		.20	.20	.25	.30	.45	.55	.70	1.20
Unions	.25	.25	.25	.30	.35	.45	.60	.75	.95

NIPPLES—Black—

Close	.10	.10	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.10	.15	.15	.15
4-inch Long	.10	.10	.10	.10	.10	.15	.15	.15	.20
5-inch Long	.10	.10	.10	.10	.10	.15	.20	.20	.25
6-inch Long	.10	.10	.10	.10	.15	.15	.20	.25	.30
Galvanized—									
Close	.10	.10	.10	.10	.10	.10	.15	.20	.25
Long	.10	.10	.10	.10	.10	.15	.15	.20	.25
4-inch Long	.15	.15	.15	.15	.10	.15	.20	.25	.30
5-inch Long	.15	.15	.15	.15	.15	.20	.25	.30	.35
6-inch Long	.15	.15	.15	.15	.15	.25	.30	.35	.40

Bushings	.25	.30	.40	.50
Caps	.45	.65	.80	1.05
Couplings	.55	.80	1.10	1.35
Crosses	1.30	2.15	2.35	4.10
Elbows, 90 degree	.70	1.10	1.45	2.30
Elbows, 45 degree	.75	1.05	1.45	2.10
Plugs	.20	.25	.40	.45
*Reducers	.60	.85	1.15	1.45
Tees	.85	1.30	1.75	2.75
Unions	1.30	1.80	3.10	3.75
8-inch long	.75	.95	1.20	1.35

NIPPLES—

Close	.30	.35	.50	.60
5-inch long	.40	.50	.80	.95
6-inch long	.50	.60	.80	.95
10-inch long	.95	1.20	1.35	1.60

*Reducers and Reducing Tees 1-inch and larger reducing to ½-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $27.00; .32 Cal. $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Block-Bailey— No. 9½, $3.15 each; 15, $3.00; 16, $3.25; 17, $3.90; 18, $3.75; 19, $4.00.
Block-Stanley—No. 60, $3.60 each; 60½, $3.15; 61, $3.00; 65, $4.00; 101, $2.50; 102, $1.00; 103, $1.65; 110, $1.65; 120, $2.10; 130, $2.25; 131, $3.50; 203, $1.85; 220, $2.25.
Iron, Bailey—No. 2, $4.85 each; 3, $5.25; 4, $5.75; 4½, 6.50; 5, $6.50; 5½, $7.50; 6, $8.50; 7, $9.75; 8, $11.50; 3C, $5.50; 4C, $6.00; 4½C, $7.00; 5C, $7.00; 5½C, 8.00; 6C, $9.00; 7C, $10.50; 8C, $12.00.
Iron, Stanley—No. 603, $6.35 each; 604, $6.85; 605, $6.95; 606, $10.00; 607, $11.50; 608, $13.50; 604C, $7.25; 605C, $8.25; 606C, $10.50; 607C, $12.25; 608C, $14.50.
All Wood—Plain, No. 3W, $2.50 each; 15W, $2.75; 21W, $5.60; 27W, $4.85. Razee, No. 5W, $4.65; 17W, $3.25; 28W, $5.15; 29W, $5.50.
Wood Bottom, Bailey—No. 22, $4.00 each; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.50; 29, $5.20; 30, $5.50; 31, $6.00; 32, $6.50; 35, $5.50; 36, $6.00.
Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.00; 78, $4.50; 90, $5.25; 92, $5.00; 98, $2.50; 99, $2.50; 140, $4.00; 190, $3.85; 191, $3.65; 192, $3.50.

PLATES—GAS, HOT—No. 501, $4.50 each; 502, $7.15; 503, $10.75; 702, $10.00; 703, $14.50; 722, $11.00; 723, $15.75; 1001, $3.00; 1002, $4.75.

PLIERS—Klein's No. 201—6-inch, $3.90 each; 7-inch, $4.50; 8-inch, $4.75; 9-inch, $6.00. Bernard's No. 102—4½-inch, $1.85; 5½-inch, $2.25; 6½-inch, $2.75; 8-inch, $3.75.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $3.75; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25. 37G, 12-inch, $4.25; 18-inch, $6.25. 34V, 4-inch, $1.80; 6-inch, $2.25; 8-inch, $3.00; 10-inch, $3.35.
Wood, Stanley or Disston—No. 00, $1.75 each; 0, $2.00; 2, $2.65; 3, $3.35; 8, $4.10. No. 13, 26-in., $3.75; 28-in., $4.00; 30-in., $4.25. No. 15, 26-in., $4.50; 28-in., $4.75; 30-in., $5.00. No. 30, $4.00; 35, $3.25; 45½, $5.50. No. 93, 26-in., $5.25; 28-in., $5.50; 30-in., $5.75. No. 95, $8.75; 96, $4.50; 102, $1.00; 104, $1.25.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
STOVE—Liquid, No 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.			
21	14.00	8 Quart	1.40
71	18.00	10 Quart	1.60
72	16.50	12 Quart	1.85
5	16.50	16 Quart	2.25
1	18.00		
Watering Galvanized		**Tin**	
4 Quart	1.00	4 Quart	.85
6 Quart	1.25	6 Quart	1.00
		8 Quart	1.25
		10 Quart	1.60

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.50; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 35c; 1670, 30c; 6850G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, for wire rope, $3.00.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $5.00; 2, $5.40; 3, $6.10; 4, $7.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

No.		No.	
Eveready			
700, each	1.00	706 B, Blades, Pkg.	.40
3, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.35
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B, Blades, pkg.	.50
12 X R. Blades, pkg	1.00		
AutoStrop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B, Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each		Each.
Pocket Positive	30.00	324 B	17.25
Police Positive Special	32.50	343, 353	17.75
Police Positive Target	35.25	343 B, 353 B	18.00
Army Special	34.00	344, 354	18.00
New Service	38.00	344 B, 354 B	18.50
Single Action	36.75	364 B	19.25
Harrington & Richardson		365 B	19.50
203, 223	11.50		
203 B, 223 B	12.00	**Smith & Wesson—**	
204, 224	12.00	1905 Military, Police	34.50
204 B, 224 B	12.50	Regulation Police	32.50
263, 273	12.50	1903 Hand Ejector	30.50
263 B, 273 B	12.75	38 S. & W. Perfected	30.50
264, 274	12.75	1908 Military	35.00
264 B, 274 B	13.00	1911 Target	35.00
Iver Johnson—		New Departure 38	30.50
300, 303, 323	16.50		
300 B, 303 B	16.75	**Marlin—**	
304	16.75	20 TD—Octagon Brl.	18.50
		27 TD—Round Brl.	21.80
		TD—Octagon Barrel.	24.55
		29 TD—Round Brl.	15.60
		1897 TD—Round Brl.	22.75
		TD—Octagon Barrel.	24.80
		Remington—	
		4 TD—Octagon Brl.	15.54
		6 TD—Round Brl.	10.46
		8 A TD—Round Brl.	73.27
		12 TD—Round Brl.	28.48
		TD—Octagon Brl.	31.95
		14 A TD—Standard.	58.86
		TD—Carbine	57.25
		16 A TD—Standard.	44.61
		Savage —	
		1899 250 3000	60.00
		1899 TD, Feath'wt	55.00
		189 SF	48.00
		1904 TD, Single shot.	9.75
		1914 TD, Hammerless	28.50
		Stevens—	
		Little Scout	7.50
		Crack Shot	9.50
		Marksman	11.00
		Favorite	13.00
		70 TD, .22	19.00
		1919, .22	26.75
		Winchester—	
		1886 SF—Round Brl.	49.00
		TD—Round Brl.	64.30
		1890 TD—Oct. Fancy	57.50
		TD—Oct. Plain.	31.50
		1892 SF—Round Brl.	37.50
		SF—Oct. Brl.	39.40
		TD—Oct. Brl.	45.75
		SW—Carbine	33.55
		1894 SF—Round Brl.	40.85
		SF—Oct. Brl.	42.60
		SF—Carbine	36.85
		TD—Oct. Brl.	54.50
		1895 SF	53.15
		1895—Govt. Model	58.15
		1895 TD	67.10
		1902 TD—22	10.50
		1903 TD—Plain	44.30
		1903 TD—Fancy	69.00
		1904 TD .22	12.60
		1906 TD	28.55
		1907 TD	61.50

RIFLES—No. and Model—

Daisy Air—	Each		Each
25	5.25		
40	5.25		
3	3.00		
30	2.85		
11	2.35		
12	2.00		
King Air—			
4	2.95		
5	3.15		
21	2.00		
22	2.35		
304 B	17.25		
323 B	17.00		
324	17.00		

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8 "	.30	.55	8 "	.30	.55
9 "	.30	.55	9 "	.30	.55
10 "	.30	.55	10 "	.30	.55
12 "	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 25c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned. 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 25c; 10, 25c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 15c ft 3, ⅜-inch, Steel, Brass Plated, 10c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper).

ROPE—Cotton, Thread—3-16, 55c; ¼ to 5-16, 55c lb.; ⅜ to ¾, 55c; ⅞ to 1, 70c.
Manila—Base, 24c lb.
Sisal—Base, 25c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 872 (36½), 85c; 878 (3), $1.50; 886 (32), 90c; 888 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (88½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—No. 17, Blacksmiths, $1.00 each; 041, Pocket, 25c; 1131, 1141, Zig-Zag, 25c; 1132, 1142, Zig-Zag, $1.35; 1143, Zig-Zag, $2.00.

RULES, ZIG-ZAG—Lufkin, Stanley—No. 804F, 40c each; No. 806F, 60c; 8513 (03), 30c; 8514 (04), 40c; 8515 (05), 50c; 8516 (06), 65c; 8518 (08), 80c; 8523 (403F), 30c; 8524 (404F), 40c; 8525 (405F), 50c; 8526 (406F), 65c; 8613 (103), 35c; 8614 (104), 45c; 8615 (105), 55c; 8616 (106), 65c; 8624 (854F), 45c; 8626 (856F), 65c.

SAWS—One Man—Cross-cut—

	Disston	Chinook	Royal Chinook
3½ ft.	4.75	5 ft. 8.25	
4 ft.	5.25	5½ ft. 8.50	
4½ ft.	6.00	6 ft. 9.25	11.50
5 ft.	6.75	6½ ft. 10.50	13.00
5½ ft.	7.00	7 ft. 11.50	14.00
		7½ ft. 12.50	15.25

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

12 Disston or 69 Atkins			
18 inch	3.70	20 inch	2.85
20 inch	4.00	22 inch	3.10
22 inch	4.35	24 inch	3.40
24 inch	4.70	26 inch	3.60
26 inch	5.10	28 inch	4.00
28 inch	5.50	**No. 120 Disston**	
No. D8 Disston or 51 Atkins		26 inch	6.20
18 inch	3.10	28 inch	6.60
20 inch	3.50	**No. 112 Disston**	
22 inch	3.65	26 inch	5.25
24 inch	3.75	28 inch	5.60
26 inch	3.95	No. D 100 or No. D 20 Disston	
28 inch	4.45	26 inch	4.35
No. 7 Disston		28 inch	4.85
18 inch	2.65		

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	**Kitchen No. 2**	
24-inch	4.25	12-inch	.55
26-inch	4.75	14-inch	.65
28-inch	5.50	16-inch	.75
Butcher No. 10		**Mitre**	
16-inch	1.90	24-inch	5.25
18-inch	2.00	26-inch	5.75
20-inch	2.15	28-inch	6.50
22-inch	2.25		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete

No. 8 ..... 2.50

Pruning

No. 50 California, 12 in. 1.35

Buck—

Com Sgl Brace V tooth 1.75
Com Dbl Brace Tuttle tooth 2.50
Com Dbl Brace V tooth 2.75
No. 150 Special 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50	Morrill No. 3	1.30
Spec. Morrill	2.00	Baker No. 3	2.35
105 Morrill	.60	Colonial	1.40
1 Morrill	2.00	7 Taintor	2.00
10	1.20	28 Triumph	1.65
77	1.00	Hammer	.85
		Lever	.25
		Morin No. 2	4.50
		Morin No. 2½	5.50
		Morin No. 3	1.85

X CUT—

Setting Tool Disston—
No. 100 ..... .80

No. 4 Setting Blocks—
No. 4 Blocks, Morin .. 1.85
Swages No. 0 Disst ... 4.75
Swages, Whitings 1.00
Atkins, Rex 1.00
Atkins, Excelsior ..... .85

SAW TOOLS—

Clipper Outfit ..... .75

Morrill's Raker Gauge—

No. 1	1.50	Atkins Raker Swage	.45
No. 6	2.25	5-M Tooth Gauge	.25
No. 9	2.50	Jointers Pikes Perf	.75
		Jointers No. 7 Sterns	.70

SCALES—Family, testing without scoop, $3.75; with scoop, $4.50; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50.

Spring Balance, No. 50, 25c each; 51, 50c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, 1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine, Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.25	.30	.35	.40	...
4	.30	.35	.40	.45	.55
6	.40	.45	.50	.55	.70
8	.60	.70	.75	.85	1.00
10	.85	.95	1.10	1.25	1.55
12	1.10	1.25	1.40	1.55	1.85
14	1.40	1.60	1.85	2.10	2.50
16	2.20	2.40	2.65	2.85	3.30
18	2.75	3.10	3.40	3.70	4.30
20	3.45	3.75	4.15	4.50	5.25

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
2	.20	.20	.20	...
4	.20	.20	.20	.25
6	.20	.20	.25	.30
8	.25	.25	.30	.35
10	.35	.35	.40	.50
12	.40	.45	.45	.50	.55
14	.50	.50	.55	.55	.65
16	...	.65	.65	.70	.80
18	...	...	.90	.95	1.05
20	...	...	...	1.15	1.25

Iron. Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
4	.60	.85	....	....	....
6	.90	1.15	1.45	1.75	
8	1.20	1.45	1.75	2.05	
10	1.75	2.00	2.30	2.60	
12	2.15	2.45	2.80	3.20	
14	2.80	3.10	3.50	3.85	
16	3.70	4.15	4.65	5.25	
18	4.75	5.20	5.80	6.45	
20	6.00	6.75	7.50	8.25	
4	.30	.35	....	....	

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.40	.45	.60
⅞	.30	.35	.40	.50	.60
1	.35	.35	.40	.50	.60
1¼	.35	.40	.45	.55	.65
1½	.40	.40	.45	.60	.70
1¾	.40	.45	.50	.60	.80
2	.45	.50	.55	.65	.85
2¼	.50	.55	.55	.70	.90
2½	.55	.60	.60	.75	.95
3	.65	.70	.75	.85	1.10
3½	...	...	...	1.00	1.25
4	...	...	...	1.10	1.40

Length	⅝-in.	¾-in.	⅞-in.	1
1	.95	1.25	1.85	....
1¼	.95	1.25	1.85	....
1½	1.00	1.35	1.85	....
1¾	1.10	1.45	2.00	2.30
2	1.15	1.55	2.10	2.50
2¼	1.25	1.65	2.25	2.75
2½	1.35	1.75	2.40	2.95
3	1.55	2.05	2.65	3.40
3½	1.75	2.40	3.00	3.85
4	2.00	2.70	3.35	4.30

S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.35	.40	.50	...	...
⅞	.40	.45	.50	.65	.75
1	.40	.45	.50	.70	.75
1¼	.45	.50	.55	.75	.80
1½	.45	.50	.60	.80	.90
1¾	.50	.55	.60	.90	.95
2	.50	.60	.65	.95	1.05
2¼	.60	.70	.70	1.00	1.10
2½	.65	.75	.75	1.05	1.20
2¾	.75	.80	.85	1.15	1.25
3	.80	.85	.90	1.20	1.35
3½	.90	1.00	1.05	1.40	1.55
4	1.00	1.10	1.20	1.55	1.75

Length	9-16-in.	⅝-in.	¾-in.
1	1.20	....	....
1¼	1.20	....	....
1½	1.25	1.50	2.45
1¾	1.35	1.60	2.50
2	1.45	1.70	2.65
2¼	1.60	1.85	2.80
2½	1.70	1.95	2.95
2¾	1.80	2.10	3.15
3	1.90	2.25	3.30
3½	2.15	2.55	3.75
4	2.50	2.95	4.20

Square Head, V or U. S. S. Thread—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.20	.20	.25	.30	.35
¾	.20	.25	.25	.30	.35
⅞	.20	.25	.25	.30	.35
1	.25	.25	.30	.30	.40
1¼	.25	.25	.30	.35	.45
1½	.25	.30	.30	.40	.45
1¾	.30	.30	.35	.45	.55
2	.35	.35	.40	.50	.60
2¼	.40	.40	.45	.60	.70
2½	.45	.45	.50	.65	.75
3	.55	.55	.65	.75	.90
3½	...	...	...	.80	1.05
4	...	...	...	.90	1.20

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.50	....	....	....
⅞	.55	....	....	....
1	.60	1.00	....	....
1¼	.65	1.10	1.55	....
1½	.75	1.20	1.65	2.20
1¾	.80	1.30	1.80	2.40
2	.90	1.40	1.95	2.60
2¼	.95	1.45	2.10	2.80
2½	1.05	1.55	2.25	3.00
3	1.20	1.75	2.55	3.40
3½	1.35	1.95	2.85	3.80
4	1.50	2.20	3.15	4.20

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

Wood—Brass, Flat or Round Head—

	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.50	.50	.55	...	...	...	...
1	.50	.50	.55	.55	...	...	...
2	.50	.55	.55	.60	.65	.80	...

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
3	.55	.55	.60	.65	.70	.85	.95
4	.55	.60	.65	.70	.75	.90	1.00
5	.60	.65	.70	.75	.80	.95	1.05
6	...	.70	.75	.80	.85	1.00	1.10
7	...	.75	.80	.90	.95	1.05	1.20
8	...	.85	.95	1.05	1.15	1.25	1.40
9	...	...	1.05	1.20	1.30	1.40	1.60
10	...	...	1.20	1.35	1.50	1.65	1.75
11	...	...	...	1.50	1.70	1.90	2.05
12	...	...	...	1.70	1.90	2.10	2.30
13	...	...	...	1.90	2.10	2.30	2.55
14	...	...	...	2.10	2.30	2.55	2.85
15	...	...	...	2.30	2.55	2.85	3.15
16	...	...	...	2.55	2.85	3.15	3.75

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	1.20	....	....	....	....	....	....
4	1.25	1.65	....	....	....	....	....
5	1.30	1.70	....	....	....	....	....
6	1.35	1.75	....	....	....	....	....
7	1.40	1.80	2.25	2.95	....	....	....
8	1.60	1.85	2.30	3.00	....	....	....
9	1.80	2.05	2.35	3.05	....	5.30	....
10	1.95	2.40	2.65	3.10	3.95	5.35	....
11	2.30	2.60	3.00	3.45	4.10	5.40	7.85
12	2.60	3.00	3.40	3.85	4.45	5.45	7.90
13	3.00	3.35	3.75	4.25	4.95	5.55	7.95
14	3.30	3.75	4.15	4.75	5.50	6.05	8.00
15	3.70	4.30	4.85	5.50	6.05	6.70	8.20
16	4.05	4.70	5.35	5.85	6.75	....	....
17	....	5.15	5.90	6.40	7.30	....	....
18	....	6.10	7.00	7.80	8.65	....	....

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.30	.30	...	...	...	...	...
3	.30	.30	.30	.30	.30	.30	.35
4	.30	.30	.30	.30	.30	.30	.35
5	...	.30	.30	.30	.35	.35	.35
6	...	.30	.35	.35	.35	.35	.40
7	...	.35	.35	.35	.35	.40	.40
8	...	.35	.35	.40	.40	.40	.45
9	...	.40	.40	.40	.40	.45	.45
10	...	...	.45	.45	.45	.45	.50
11	...	...	.45	.50	.45	.50	.55
12	...	...	.50	.50	.50	.55	.60
13	...	...	...	.55	.55	.60	.65
14	...	...	...	.55	.60	.65	.70
15	...	...	...	...	.65	.70	.80
16	...	...	...	...	.75	.80	1.00
17	...	...	...	...	...	...	1.10
18	...	...	...	...	...	...	1.15
20	...	...	...	...	...	...	1.40

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.35	.40	...	...	...	...	...
4	.40	.40	...	...	...	...	...
5	.40	.45	.50	.60	.65	.75	...
6	.45	.45	.55	.60	.65	.80	1.15
7	.45	.50	.60	.60	.70	.85	1.20
8	.45	.55	.60	.65	.70	.90	1.25
9	.50	.55	.65	.65	.75	.95	1.25
10	.55	.55	.65	.70	.80	.95	1.30
11	.55	.60	.70	.75	.85	1.00	1.30
12	.60	.65	.75	.80	.90	1.05	1.35
13	.70	.75	.80	.90	.95	1.10	1.35
14	.75	.80	.90	1.00	1.05	1.15	1.40
15	.85	.95	1.05	1.10	1.25	1.35	1.55
16	1.00	1.15	1.15	1.25	1.40	1.45	1.70
17	1.10	1.30	1.40	1.50	1.55	1.70	1.95
18	1.35	1.55	1.60	1.70	1.85	1.90	2.20
20	1.60	1.75	1.80	1.95	2.15	2.35	2.60

Round Head, Blued—Sell at 10 per cent ad ance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo) —
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1¼	.25	2.25	...	....	...	....	....	....	....	....
1½	.25	2.25	.30	2.70	...	....	....	....	....	....
1¾	.30	2.45	.35	2.95	...	....	....	....	....	....
2	.30	2.45	.35	2.95	.50	4.10	.70	6.00	....	....
2½	.30	2.65	.35	3.25	.50	4.50	.75	6.50	....	....
3	.35	2.85	.40	3.50	.55	4.85	.80	7.00	1.15	9.90
3½	.35	3.05	.45	3.75	.60	5.20	.85	7.50	1.20	10.60
4	.35	3.25	.45	4.00	.65	5.55	.90	8.00	1.30	11.30
4½	.40	3.45	.50	4.25	.70	5.90	.95	8.50	1.40	12.00
5	.40	3.65	.50	4.55	.75	6.30	1.05	9.00	1.50	12.70
5½	.45	3.85	.55	4.80	.75	6.65	1.10	9.50	1.55	13.40
6	.45	4.05	.60	5.05	.80	7.00	1.15	10.00	1.60	14.10
6½	...	....	.60	5.30	.85	7.35	1.20	10.50	1.70	14.80
7	...	....	.65	5.55	.90	7.70	1.25	11.00	1.80	15.50
7½	...	....	.70	5.85	.95	8.10	1.30	11.50	1.90	16.20
8	...	....	.75	6.10	1.00	8.45	1.40	12.00	2.00	16.90
9	...	....	...	....	1.05	9.15	1.50	13.00	2.10	18.30
10	...	....	...	....	1.15	9.90	1.60	14.00	2.30	19.70
12	...	....	...	....	1.25	11.30	1.85	16.00	2.60	22.50

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2 75.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 8, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

No.	Each.
300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 18c; 30, 14c. Black, 13 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut; 11c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 17c; 13c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.85; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—	
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
Racer	6.75
Fire Fly—	
No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—½ and ½, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

	Each		
Official Baseballs	2.50	Handballs	.35
Second Grade Baseb'ls	2.00	Boxing Gloves, 8-oz.	13.50
Playground B. B., Out or Plain Seam—		Striking Bags	9.00
14-inch	3.00	Championship Tennis Balls	.55
12-inch	2.75	Best Grade Rackets, Sutton	13.00
Baseball Bats, league	1.75	Cotton Gym Shirts	.75
Baseball Masks,	10.00	White Running Pants	1.00
Chest Protectors	8.50	Bike Jockey Strap	.75
Official—		Rubber Soled Tennis Gym Shoes	1.95
Rugby Footballs	10.00	Rubber Soled Tennis or Gym High	2.25
Soccer Footballs	13.00	Basketball Shoes	5.00
Basketballs	15.00		
Volley Balls	8.00		

SPRAYERS—Myers' Bucket Pump, 8 lbs., $12.50 each; 6 lbs., $7.50. Hand—Faultless, 70c each; Misty, 85c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ⅜, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 20c each; 10-inch, 25c; 11-inch, 35c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10 inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 40c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.25 each; 8 feet, $3.65; 8 feet, galvanized, $2.85.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.
Ross—Perforated oblong plate spray, $1.00 each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.50 each; 7 feet, $3.00, 8 feet, $3.25.

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—
Micrometers, 50%
Thickness Gauges, 50% — End Meas. Rods, 50%
Gr. Flat Stock, 50% — Caliper Gauges, 50%
Handy Equiv. Table, 50% — Micrometer Cases, 50%
Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1318, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ⅛-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00.

On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ⅛-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.

Gimp—⅛ lb. box, 2½, 5c; 3, 5c; 4, 5c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Double Pointed—Blued, ⅛ lb. papers. No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin

No.	Each
710	.60
713	.75
715	1.10
716	1.35
730	.75
733	1.25
735	1.50
736	1.85

Metallic

500	3.25
503	4.50
505	5.65
506	7.25

Pocket

143	.80
145	1.00
165	.25
3143	.55

Steel

100	5.65
103	8.50
200	6.25
203	10.00
205	14.50
206	17.50
240	4.75
243	5.75
245	7.75
246	10.00
260	5.25
263	6.35
265	8.50
266	11.00
550	5.00
553	6.00
555	8.00
556	10.00
1240	4.75
1243C	5.65
1260	5.00
1263	6.25

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.85.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.30	16x18	57.25	67.35
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.25	23.70	16x24	71.85	83.60
9½x12	23.85	27.85	16x30	86.95	101.30
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.25
7x16	9.85	12.50	14.10

THIMBLES—Steel—5x4-in., 25c; Red Clay, 20c; Terra Cotta, 45c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, 40c dozen.
Valley—14-inch, 15c per foot, $14.00 per roll; 20-inch, 22c per foot, $21.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.62	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—No. 28, Alcohol, $3.20 each. Gasoline—No. 14, $6.50 each; 37, $8.35; 38, $8.75; 31, $9.10; 32, $10.00; 48, $11.35; 108, $9.50; 114, $9.35.

TRAPS—Fly—Paragon, 35c each; Balloon, 30c; Avis 2, $2.50; $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, $2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No. 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No. 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Western, 25c each; Noxall, 25c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.50 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Cage, 80c. Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.35; Holdem, large, $1.65.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 50c lb. Budding, 50c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 60c; 24 BC, 60c; 36 BC, 55c.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Globe and

¼	1.05
¾	1.05
½	1.20
¾	1.50
1	2.00
1¼	2.75
1½	3.75
2	5.35

Standard Gate Valves—

¼	.60
¾	.65
½	.80
¾	1.05
1	1.45
1¼	2.00
1½	2.85
2	4.25

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WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00

Samson

226—12x26	4.00
228—13x28	4.25
232—15x32	5.50
236—16x36	7.25

Wagners—

No. 18	10.00
No. 20	11.50
No. 24	13.00

Coaster—Star—

No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ½ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.

Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 24c; 2 White, 24c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WAX—Floor, 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $12.75.

Railroad—Bolted, $8.50 each; Stave, $7.25.

Steel Tray, Wood Frame—Star, $7.75 each.

Steel Tray and Frame—AX, $12.75 each; 4, $15.00; 5, $16.50; 10, $21.75; 25, Concrete, $15.00.

WICKS—

Oil Cook Stove Wicks—New Perfection with wire carrier, each. 45c; Bon Ami with wire carrier, 45c.

Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.

Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.

Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

WOODENWARE—Boards, Pastry—16-inch, 95c each.

Bowls, Chopping—11-inch, 35c each; 15-inch, $1.85; 17-inch, $3.00.

Pins, Rolling, 55c each.

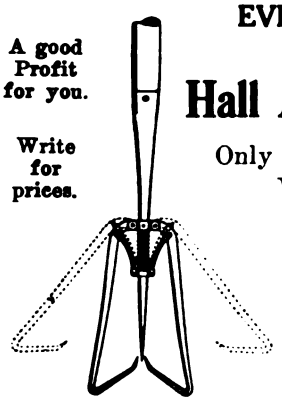
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 30c each.

Statement of ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Hardware World, published monthly at Portland, Oregon, for April 1, 1921. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 388 Taylor Street, Portland, Oregon; editor, business manager and owner, T. M. Shearman. Known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 29th day of March, 1921. D. B. Richards, Notary Public.

A good Profit for you.

Write for prices.



EVERY FISHERMAN NEEDS

Hall Automatic Gaff

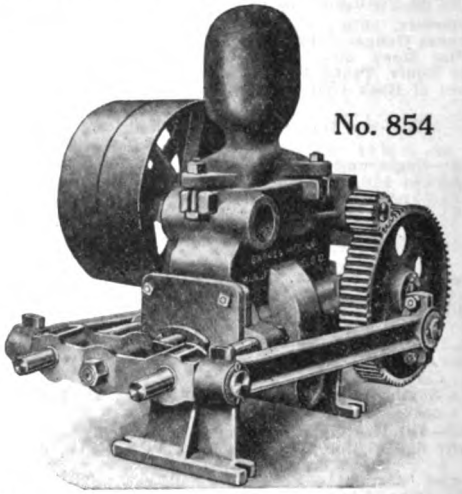
Only Practical Gaff Made.
Weight, 20 oz.;
Length 17 in.

Hall Automatic Fish Spear and Gaff Co.

601-3 Boston Block

MINNEAPOLIS, MINN.

Barnes Power Pumps



No. 854

The General Service Pump

For Working Pressures of 125 Lbs. or a 285 Ft. Head

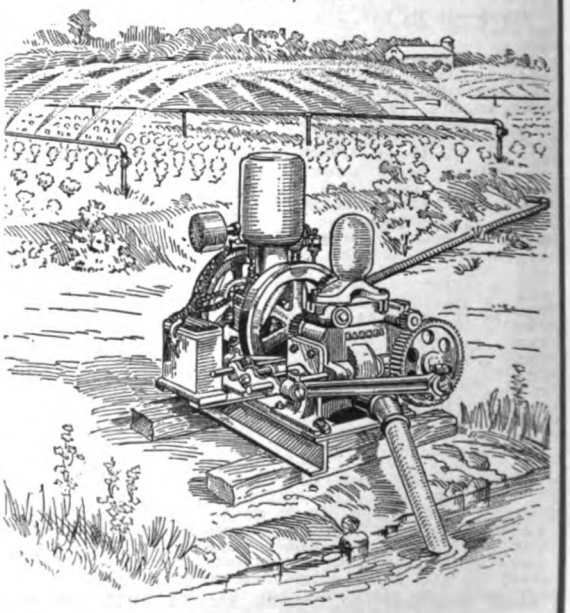
Here is a pump for all classes of work—domestic and farm water supply—garden sprinkling—boiler feed in steam heating systems—pneumatic pressure systems, powered with either gas or electric motors.

It is well adapted, in the larger sizes, to supplying water on construction jobs. Gasoline or oils may be readily pumped, since the valves are solid bronze and will not be damaged.

Built in five sizes, capacities up to 4200 gals.

Write for Bulletin H.

THE BARNES MANUFACTURING CO.
Mansfield, Ohio



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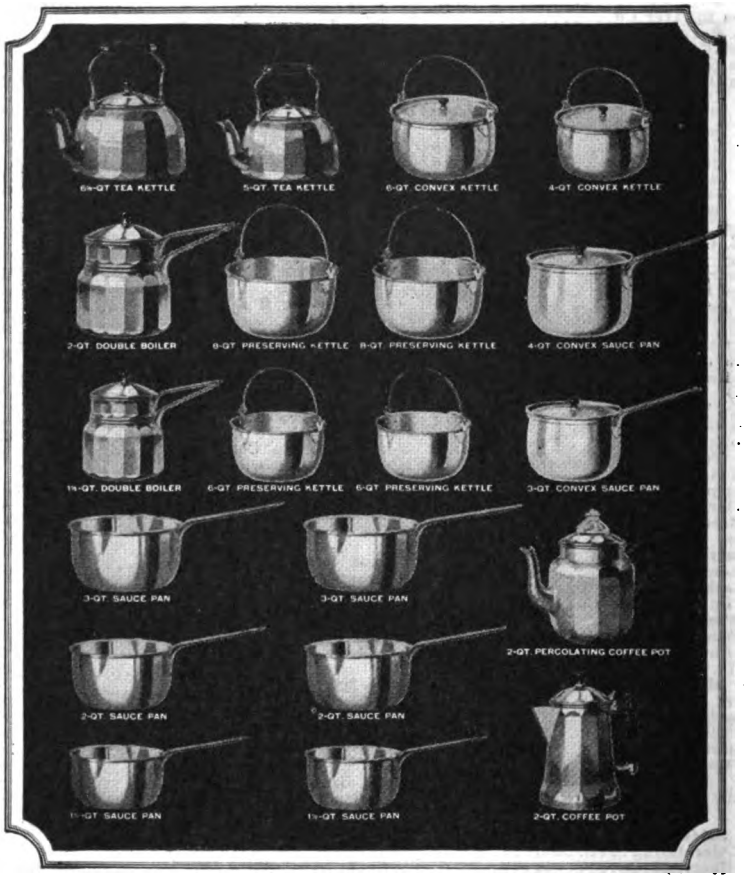
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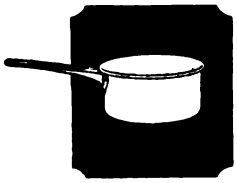
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Introductory Offer to Dealers



One of the 12 MirroSpecials. A 1½ qt. straight-side sauce pan, regular list $1.10, retails special at 49c in Mirro introductory sale

You can make quick profits on the Mirro line. Our introductory offer will prove it. Our special, fast-selling, 32-piece selection, including 12 sauce-pan specials, costs you $43.98. You sell it for $65.28. Your profit is $21.30. We furnish complete selling plan, merchandising helps, and handsome free displays. Mirro Aluminum is the quality ware with the famous features of convenience. Advertised every month in leading women's publications. Order now!

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM
REFLECTS GOOD HOUSEKEEPING
A. G. M. CO.

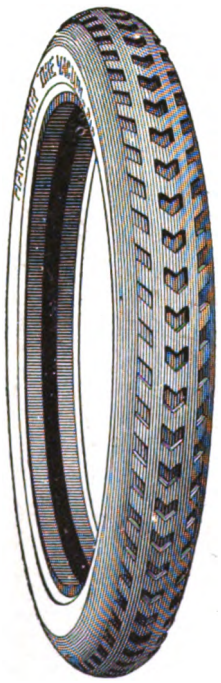
MIRRO ALUMINUM
Reflects Good Housekeeping

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During the Past Four Months

1176 Hardware Merchants Have Bought

HARDWEAR TIRES



Every Hardwear tire is shipped with the condition that if not found satisfactory on receipt, it shall be returned at our expense. Out of the thousands of tires shipped to these 1,176 merchants, exactly four tires have been returned, while our files hold hundreds of letters expressing satisfaction.

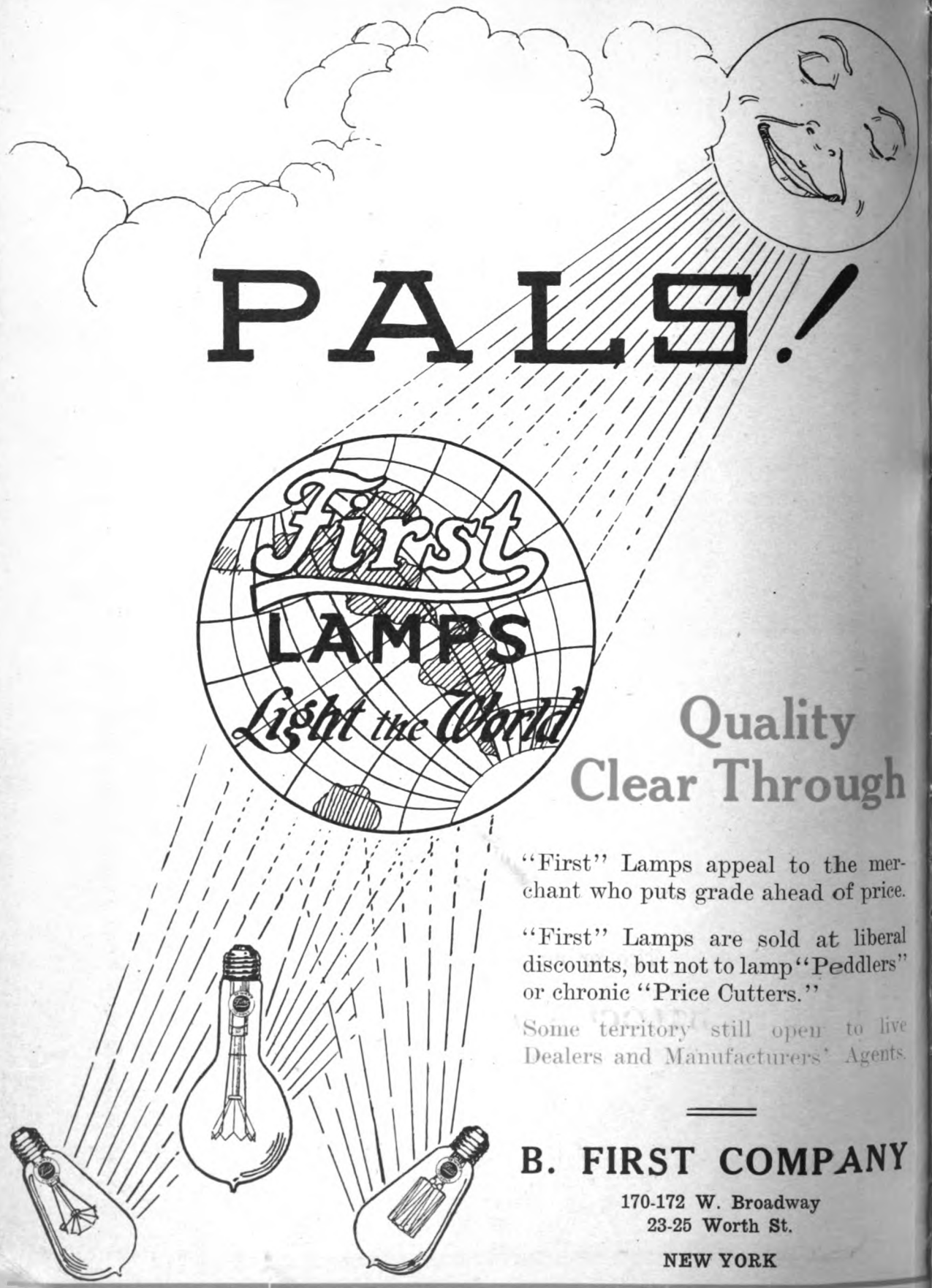
Write today for the best tire proposition ever offered to the hardware trade.

HARDWEAR TIRE CORPORATION

East Rutherford, New Jersey

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PALS!



Quality Clear Through

"First" Lamps appeal to the merchant who puts grade ahead of price.

"First" Lamps are sold at liberal discounts, but not to lamp "Peddlers" or chronic "Price Cutters."

Some territory still open to live Dealers and Manufacturers' Agents.

B. FIRST COMPANY

170-172 W. Broadway
23-25 Worth St.

NEW YORK

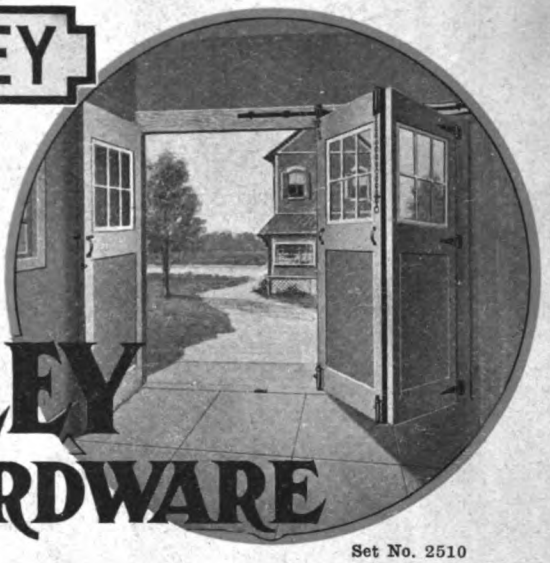
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Hardware World
·PLUMBING AND HEATING·
JUNE 1921

STANLEY
S.W.





STANLEY
GARAGE HARDWARE
for
ROLLING DOORS

Set No. 2505
"A" Combination
The two doors are rolled past the service door to the side wall.

Set No. 2510
The two doors fold and roll to the side wall.

"It Rolls on Rollers"

A fine recommendation right at the start—no friction—easily operated.

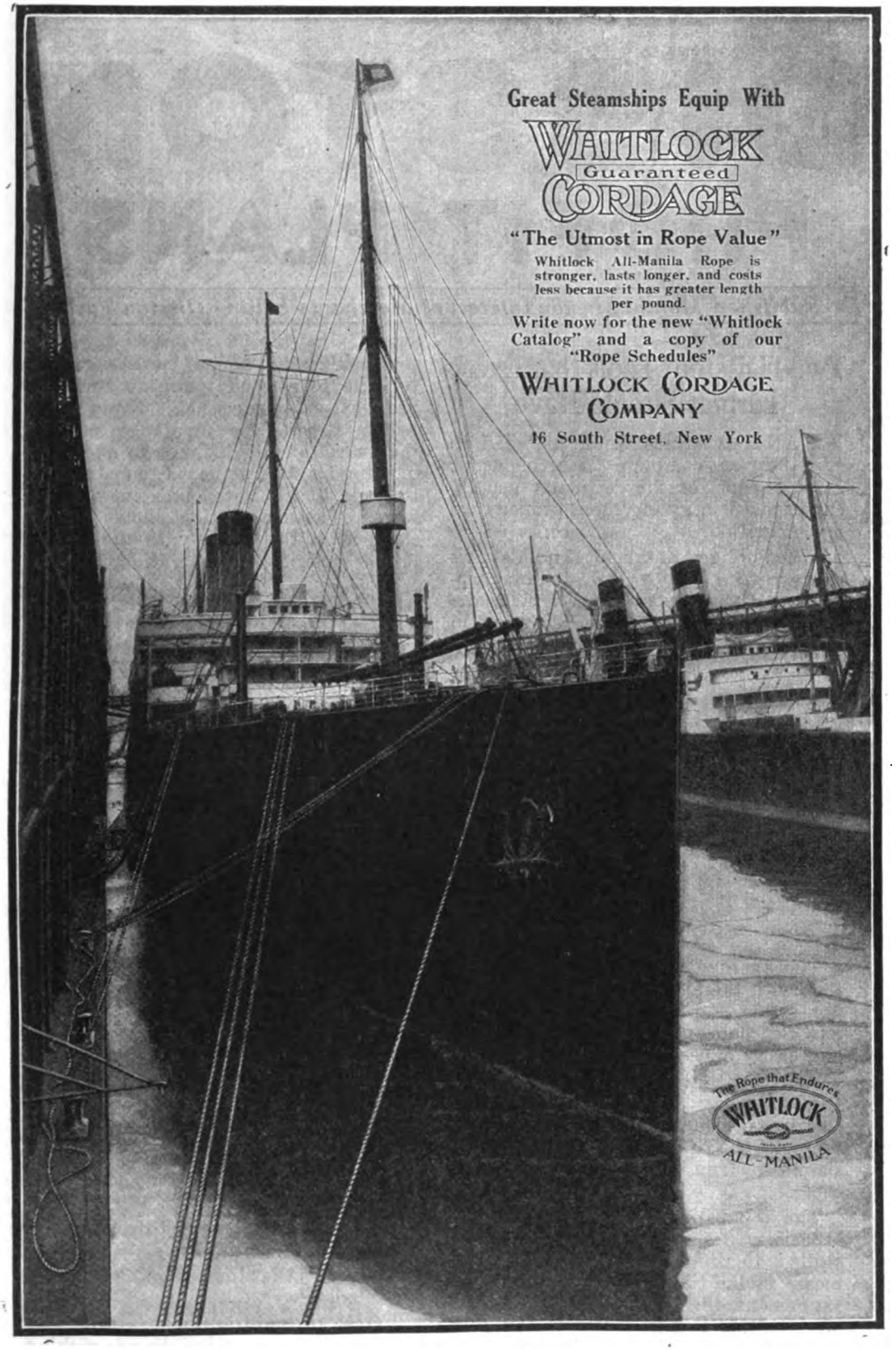
In the No. 2505 set three combinations of doors can be made with the one set of hardware. The hanger, which rolls on roller bearings, can be adjusted to doors from 1¾" to 2¼" thick.

The No. 2510 is a combination accordion and rolling door set. The two rolling doors being drawn inward and, at the same time, to the side wall.

A complete Rolling Door catalog will be gladly sent to dealers interested; also small folders with your imprint on the cover. Ask our Advertisement Department for J-6.

THE STANLEY WORKS
Main Offices and Plants
NEW BRITAIN, CONN.
Branch Offices
New York · Chicago · San Francisco · Los Angeles · Seattle · Atlanta

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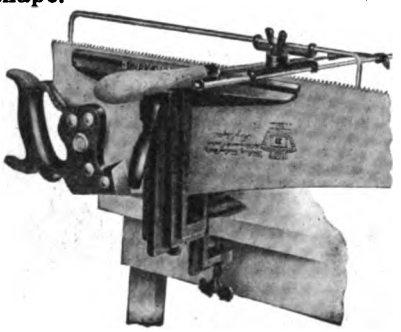
DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

Two "Disston" Tools that Every Farmer Should Have

MANY a farmer would be glad to buy a complete assortment of saws, except for the difficulty usually experienced in giving them proper care and attention.

When obliged to take or send his saws to town to a shop to have them sharpened and set—he may need them the worst way while they are being put in shape.

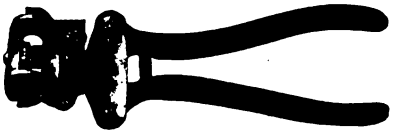


D-3, Filing Guide and Clamp

The average farmer does not realize that with the aid of a Disston Saw Filing Guide and Clamp and a Triumph Saw-Set he can do this work quickly and easily himself.

So thoroughly practical are these Disston Filing and Setting Tools that any inexperienced man can file a saw correctly the first time, by following the simple instructions which accompany them.

The D-3 Filing Guide and Clamp is especially designed to assist those not skilled to file a saw correctly. By means of the file holder and sliding arrangement, the file can be adjusted to any position required and so held during the entire operation of filing. This tool enables anyone, if he has gauged the file to a good tooth, to turn out practically a perfect job. Every tooth will be filed at the same angle without that variation so difficult to overcome in filing by hand alone. The instrument is made to file both cross cut and rip saws. The illustration shows a saw clamped in the guide with the file in proper position for operation.



Triumph Saw Set

The general practice is to set the teeth with a spring set—that is to bend over the point of a tooth, by pressure, with a special tool known as a sawset. For this work we fully recommend the Disston Triumph Sawset.

The principal feature of this tool is the use of two plungers operated by the handles as levers. Pressure on the lower lever forces one plunger against the body of the saw thus holding it rigidly in position and preventing slipping. Pressure on the upper lever at the same time operates the second plunger to press against and set the tooth.

"Just Around the Corner" are Many Sales Possibilities

ON a railroad siding in a town of 12,000 population stood three carloads of lumber.

Presently a motor truck drove alongside and the men got busy.

"Where's that lumber going?" asked an onlooker.

"Over to Smith's lumber yard," replied a workman—"building is picking

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up around here—they've got contracts for a number of houses."

The local newspaper in the town gave the two Hardware dealers a chance to "Follow up and cash in."

Here are a few items which appeared in that paper:

"Oliver Smith is building a modern wood frame house on Seaman Avenue for Leslie Fawcett."

"Fred Bedell has awarded the contract for a new eight room residence to William Morehouse."

"Ernest Campbell is erecting a number of bungalows on Prospect Place which he intends to rent."

"Architect Theodore Miller is preparing plans for a ten room house and garage for Walter Derby."

Hardware merchants who "Follow up" such locals as these in the newspapers are reasonably sure to sell **more tools** and **builders' hardware.**

In this connection remember that the "DISSTON" is "The saw most carpenters use" and that The House of Disston is ready to supply you with Saws, Tools, and Files for nearly every purpose.

It Pays to Help the Customer

OUT in a busy New England town, convenient to Long Island Sound, is a Hardware store that is known to every fisherman.

"What put that store **on the map?**" Simply this: Whenever that dealer (an expert fisherman) sold fishing tackle he would suggest: The best places to fish—the right time and tide—the proper way to "rig" the tackle—the right bait to use—anything to **help the customer.**

And "Oh boy" how fishermen and would-be fishermen did flock to that store!

Mr. Hardware merchant, this dealer didn't stop at fishing tackle—he applied the same logic in selling other merchandise—he reasoned that those same fellows who liked to fish with **good tackle,** also liked to work with **good tools.**

When he sold a hand saw he would always suggest oiling the blade after using to prevent rust.

In selling a hack saw he would tell the customer never to try and force the blade in cutting a rod or bolt, but to keep the blade cool and free-cutting with the use of good oil.

He found it paid to "Help the customer" get the best results with his tools.

DISSTON
PROFIT PLANS

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels



Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws



Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels



Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides



Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre



Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line

HENRY DISSTON & SONS, Inc.
Philadelphia, U. S. A.

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Hardware World

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Volume XVI JUNE :: 1921 Number 6

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for $1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman, Editor and Manager.

*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

338 Taylor St. Portland, Ore. | 421 First Nat. Bank Bldg. Chicago | Phelan Bldg. 70 Fifth Ave. San Francisco New York | 507 Pioneer Bldg. Seattle, Wash. | 204 Scott Bldg. Salt Lake, Utah

Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 424 Higgins Bldg. Los Angeles | 1302 Young St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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Action!

Sell your old type Gillettes
Liberal Gillette adjustment policy
enables you to clear them out and
make your usual percentage of
profit. The old type Gillette is now
superseded by—

The New Improved Gillette Safety Razor

Patented January 13th, 1920

The biggest sales sensation in the history of shaving ✦ ✦ ✦

$1,500,000.00 being invested this year to acquaint the public with this *first shaving instrument of precision* ever invented

Gillette

GILLETTE SAFETY RAZOR CO., BOSTON, U. S. A.

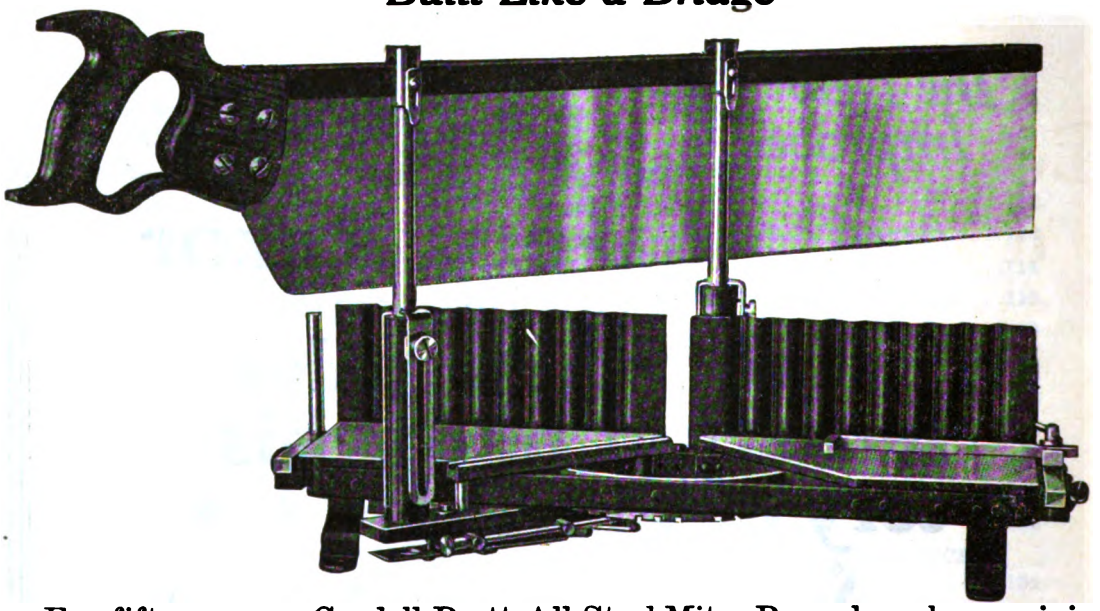
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GOODELL-PRATT

1500 GOOD TOOLS

All-Steel Mitre Boxes

Built Like a Bridge



For fifteen years Goodell-Pratt All-Steel Mitre Boxes have been gaining favor with high grade carpenters; a class of trade whose requirements and desires represent profitable business for you.

Made to Give Real Service

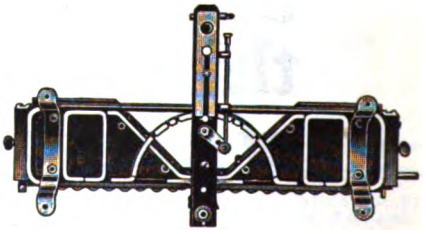
Goodell-Pratt All-Steel Mitre Boxes are noted for their durability, they are provided with an Automatic Lock to hold the saw elevated, a Stop to regulate the depth of cut, Automatic Lock to make all regular angles, and a Quick Lock for all other angles.

A good workman BUYS good tools.

Goodell-Pratt Company

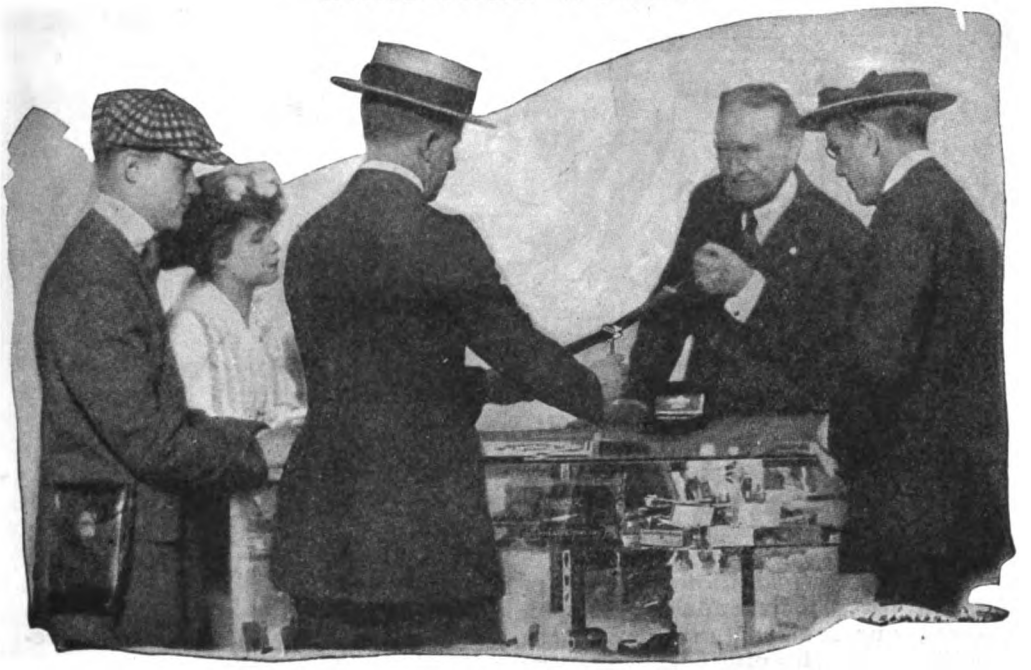
Toolsmiths

Greenfield, Massachusetts, U. S. A.



Showing the bridge-like construction of the under parts.

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"Concentrate on the leaders—it's the shortest cut to volume"

"PICK out the leaders and push them to the limit—that is the big idea I put behind my business," said the head of the P. C. De Vol Co. of Council Bluffs, Iowa.

"By advertising, by window displays, by demonstrations, I lead people to associate my store with the best. It gives them confidence in my judgment. They trust me to sell them only the highest grade merchandise, which is usually the cheapest in the end. Gradually they get the habit of coming to me when they want to buy anything in my line. Concentrate on the leaders—it's the shortest cut to volume."

It is this policy which has enabled the P. C. De Vol Co. to do more than $3,000 worth of business a year selling AutoStrop Razors. More than 1200 AutoStrop Razors have passed over their showcase since that day when they decided to concentrate on those lines they could believe in and sincerely recommend.

Every day we hear from other wide-awake merchants, who, like the P. C. De Vol Co., have picked out the AutoStrop Razors as one of the leaders to push.

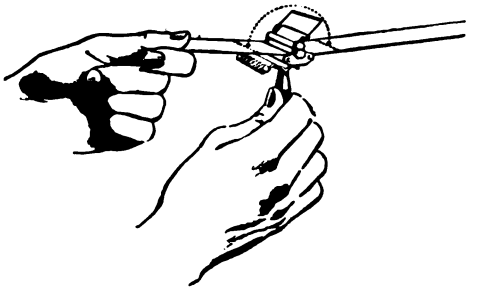
AutoStrop salesmen pledged to help you

The AutoStrop salesmen are always ready to show retailers how to get the greatest benefit from their window trims—how to demonstrate the AutoStrop Razor or make any other useful selling suggestions.

At their last convention they pledged themselves to give their dealers even greater co-operation than before. From January 1st on, each salesman will send the best merchandising ideas he picks up in his territory to the General Sales Promotion Department to be distributed to the other men on the road. In this way any AutoStrop dealer who desires it can get the benefit of the experiences and observations of the whole AutoStrop sales force.

Write for our merchandising plan and other dealer helps. We can help you in many ways to speed up your AutoStrop Razor sales.

AUTOSTROP SAFETY RAZOR COMPANY
New York Toronto London Paris



VALET AutoStrop Razor *sharpens itself*

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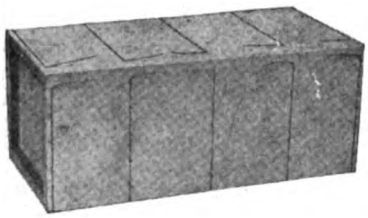


An Additional Margin of Profit for You

If there is an additional margin of profit for you in reducing shipping costs, our representative — working with your shipping department — will find it.

Call him in. Immediately he will set to work the various box departments of "Chicago Mill"; specialists in the several standard types of boxes will examine your shipping problem. They will build sample boxes which, packed with your goods, will be tested to the utmost in our box-testing laboratories. Testing and re-testing, they will find a box that shaves a bit off the weight, from the displacement, or from both — or reduces your time in packing.

They will skim down shipping costs for you to the minimum; they will add another profit margin that may amount to thousands in a year.



At your request, one of our representatives, prepared to set the machinery of "Chicago Mill" to work for you, will call. A letter to our executive offices will bring him.

Write today.

Though a Wirebound Box is illustrated above, your particular needs will determine whether your box should be produced by our Nailed Wood, Shook, Wirebound or Fibre Products Department. From ONE of these departments, the best box for your shipping needs can be selected.

CHICAGO MILL AND LUMBER COMPANY
Executive Offices: Conway Building
CHICAGO

"CHICAGO MILL"

Every Type of **BOXES** *in General Use*

BETTER BOXES
CHICAGO MILL
SAFER SHIPPING

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Iron Horse Wash Tubs

Every Detail in their Construction Suggests Greater Wear—Greater Service

THE extra heavy galvanized metal used—the heavy wire hoop reinforcement at the top—the double seamed bottom—the heavy non-slip handles *and* wringer supports. They all combine to make Iron Horse Wash Tubs the standard by which others are judged the country over.

The entire Iron Horse line (the most complete line of high grade metalware built) is designed *and* constructed in this same painstaking manner.

Have you a copy of our new 136-page Iron Horse Catalog?

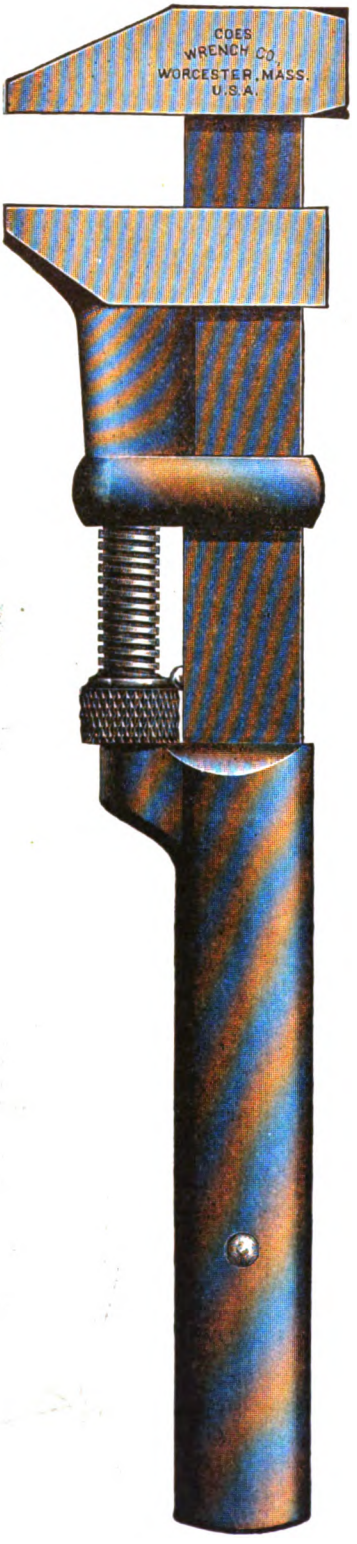
If not, write us today

ROCHESTER CAN CO.

ROCHESTER, N. Y.



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Ask Your Jobber to Supply You

Giants

Barnum, the great showman, used to exhibit them—and people came miles to see them.

Here's another giant—one we're proud to show—one which stands the strain—the

COES Steel Handle Wrench

For Long life, sheer strength and for meeting every demand for a **weather** proof, fool-proof, unbreakable tool built for service under extreme conditions, the Coes Steel-Handle Wrench has **never failed** and **never will.**

This wrench is the standard equipment of many railroads, mining companies and machine shops.

Sizes: 4 to 21 inches. Every wrench sold under the Coes guarantee of absolute **satisfaction.**

How's your stock?

COES WRENCH CO.

Established 1841 in

WORCESTER, MASS.

JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.
J. C. McCARTY & CO., 29 Murray St., New York.
J. H. GRAHAM & CO., 113 Chambers St., New York.
HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.

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ATKINS

SILVER STEEL SAWS



Present Conditions

Present conditions are such that you cannot afford to lose a sale by not having what the customer wants. They are calling for

ATKINS Silver Steel SAWS

by name and number. Can you supply them?

Check over your stock today—see if you have Atkins No. 53 and No. 51 saws and our other popular numbers. If not, send in your order at once, as you are going to need them. Ask for latest catalog, descriptive of

"A Perfect Saw For Every Purpose."

Have you a supply of our Saw Sense and Time Books with your name imprinted? If not, ask us.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

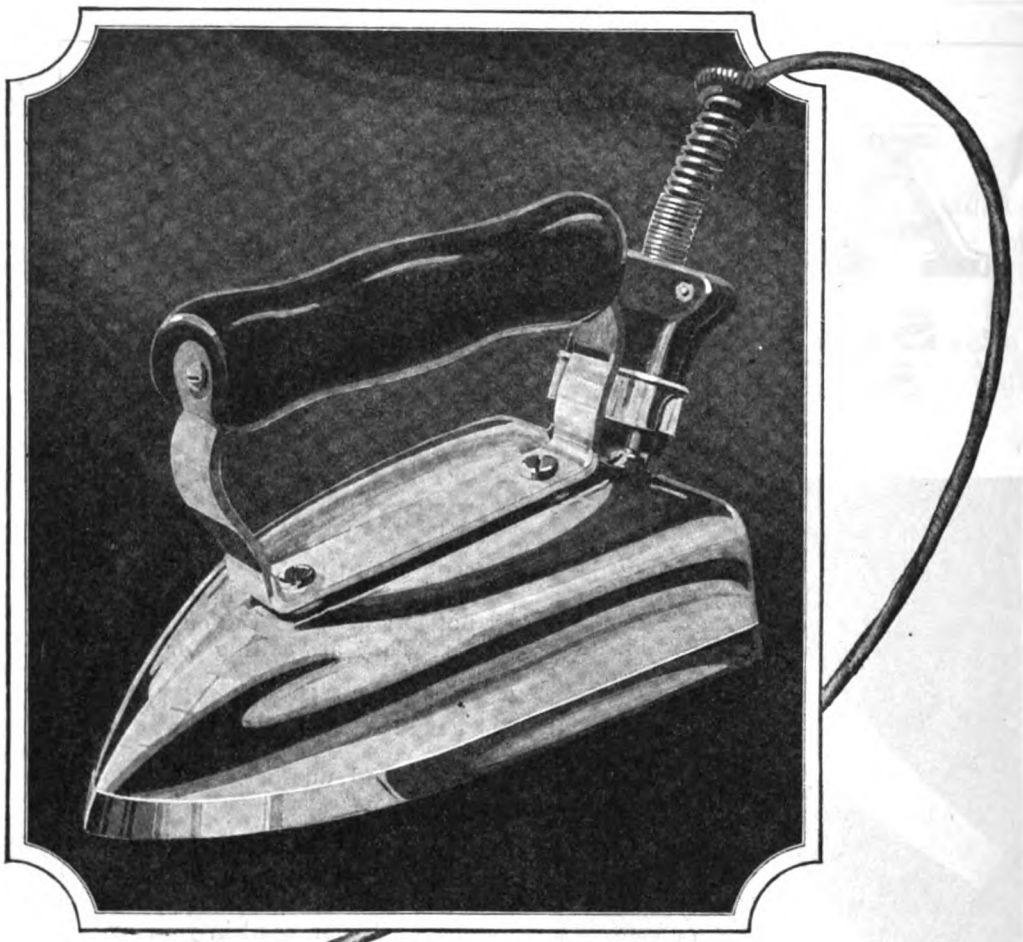
Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks In The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Sunbeam

The Quality Hand Iron

Pre-eminently the electric iron that dominates 1921 merchandising. Unusual individuality and unquestioned supremacy make it the instinctive choice of women who buy discriminately.

The SUNBEAM will decidedly stimulate your electric iron selling.

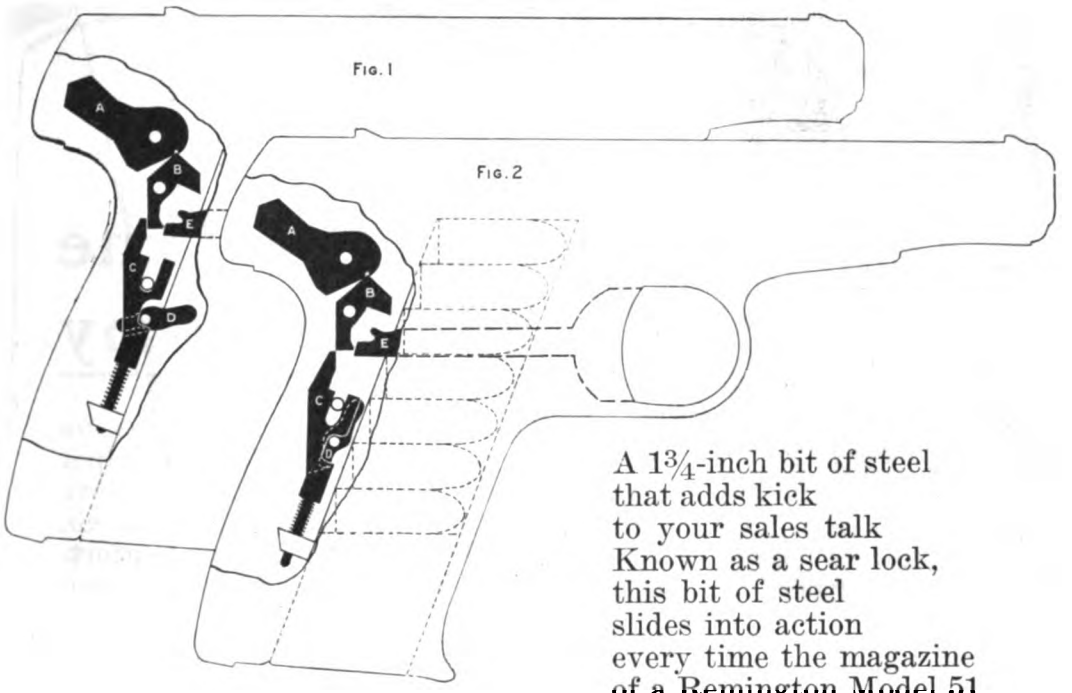
Trade requests for samples and information given immediate attention

CHICAGO FLEXIBLE SHAFT COMPANY

Thirty Years Making Quality Products

5604 Roosevelt Road, Chicago, Ill.

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A 1¾-inch bit of steel
that adds kick
to your sales talk
Known as a sear lock,
this bit of steel
slides into action
every time the magazine
of a Remington Model 51
.380 Automatic Pistol
is withdrawn.
As a sales clincher
this magazine withdrawal safety
of the Remington is invaluable.

Fig. 1

When the magazine is withdrawn, the firing mechanism is absolutely locked, as trigger E cannot budge sear B from the notch in hammer A, as the safety lock C is tightly wedged in back of sear B.

Fig. 2

When the magazine is inserted, it pushes lever D up, which pulls safety lock C down, releasing the sear B and the pistol is ready to fire.

You Can Prove This

After you have shown the customer the ease with which the Remington is operated, you can prove to him that it is impossible to release the hammer and fire a cartridge that may remain in the chamber when the magazine is withdrawn.

This appeals especially to the normal man who values a device that is ready at all times to stand between him and a moment of carelessness.

And, remember, the bulk of the sales of automatic pistols are to the average man—the every day citizen who needs and appreciates safe protection.

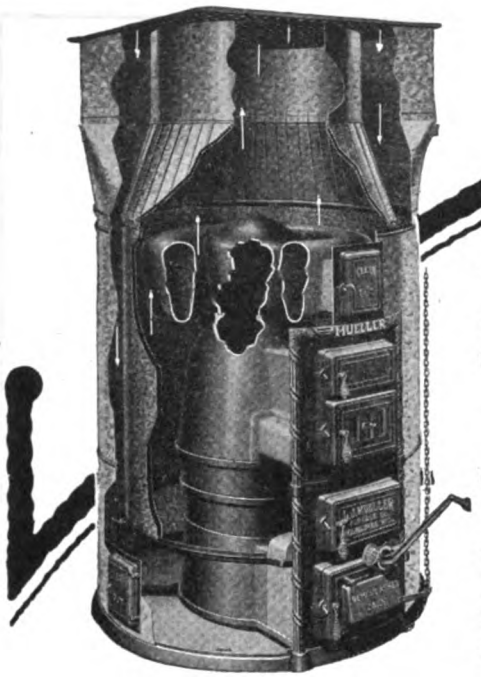
Remington firearms, ammunition and cutlery are sold exclusively through the wholesale hardware trade.

REMINGTON UMC

Remington

REMINGTON UMC

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Sectional View of Convector

Now Is the Time To Sell Economy

THE Convector is the pipeless system that has made comfort actually cheaper than discomfort. There is not a stove heated home in your community that can not be heated more **healthfully, comfortably** and **economically** with the Convector.

Count the prospects in your territory.

With the Mueller "Big 3" Convector they will be yours exclusively.

Then write for the Mueller Plan for Profit. See how our national advertising, our guarantee of satisfaction, our dealer sales helps, our direct sales literature to your prospects will make sales for you.

Installation is easy. No expensive labor needed. Takes less than two days.

Thousands of dealers are banking nice profits every year with the Convector. Why not you?

You will place yourself under no obligation if you investigate the Mueller Plan—it's a good thing to know about. Write for it today.

Mueller Furnaces

More than 188,000 homes and buildings are Mueller Heated.

The L. J. Mueller Furnace Co. makes a complete line of Warm Air, Steam, Vapor and Hot Water Systems. Mueller ratings are guaranteed. Catalog FREE on request.



MUELLER "BIG 3" CONVECTOR

(PIPELESS HEATING SYSTEM)

L. J. MUELLER FURNACE COMPANY

233 Reed St., Milwaukee, Wis.

(DISTRIBUTORS)

The Salt Lake Hdwe. Co., Salt Lake City, Utah, and Pocatello, Idaho; Holbrook, Merrill & Stetson, San Francisco and Los Angeles, Calif.; Richards and Conover Hdwe. Co., Kansas City, Mo., and Oklahoma, Okla.; The Jackson Hardware Co., Aberdeen, So. Dakota.

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn.; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Portland, Ore.; Seattle, Wash.

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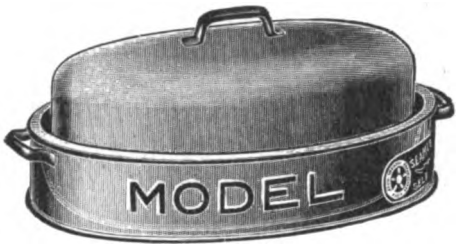
1834 1921

"MODEL" ROASTERS

THE ROASTER OF SATISFACTION

No Basting Over Hot Oven

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory



Best Shape and
Construction
For Efficiency

ONE PIECE BODY
(Makes Cleaning Easy)

OVAL IN SHAPE
(Ample Capacity)

CENTRAL STAMPING COMPANY

TRADE MARK

HAS HOT AIR
JACKET
(Prevents Burning)

CLOSE FITTING
HANDLES
(Economy of Space)



Blue Glazed Enamel

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

TWO SIZES

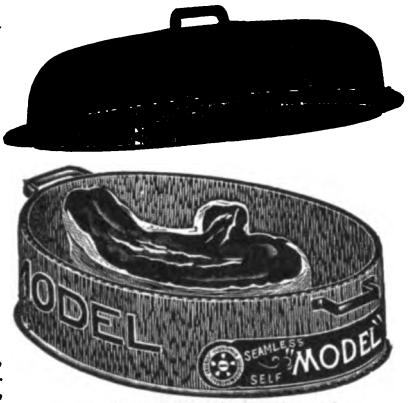
Small Holds

10 Lb. Round Roast
8 Lb. Rib Roast
8 Lb. Leg of Lamb
1 10 Lb. Turkey or
2 4 Lb. Chickens

Large Holds

18 Lb. Round Roast
14 Lb. Rib Roast
15 Lb. Leg of Lamb
1 16 Lb. Turkey or
3 4 Lb. Chickens

Small 10¼ - in. x 15½ - in., including Handles, 17-in.
Large 11¾-in. x 17¾-in., including Handles, 19¼-inch.



Gray Mottled Enamel

Represented in California
by
BARRETT & ROSS COMPANY
Rialto Building Room 234
New Montgomery and
Mission Streets
San Francisco, California



"Model" Extra Large Roaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12¾ in. x 18⅝ in., including Handles 20¾ in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

THE CENTRAL STAMPING COMPANY - NEW YORK

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Garage Sets
packed complete in boxes

Garage sets have been moved up a class. No more searching for the right length of track, no more time-killing assembly of bolts, hinges, and handles. McKinney Complete Garage Sets are packed in boxes — they sell direct from the shelves. All the customer has to know is the size of his garage entrance. You know the rest. It's printed on the end of the box.



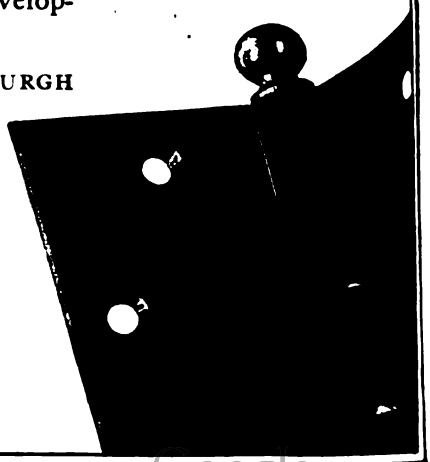
Good idea! It means economy in handling, storing, and selling expense. Your customer now buys an effect. He knows just the kind of doors the set will make possible — just how they will look and operate. McKinney Complete Garage Sets are made for swinging, sliding-folding and "around-the-corner" types of doors—for all size entrances.

These garage sets are pictured and explained in book form. In this book you will see how easily they can be handled in your store and what a variety of entrance designs they make possible for your customers. Let us send you this book. We want every hardware dealer to be familiar with this new development in builders' hardware.

McKINNEY MANUFACTURING CO., PITTSBURGH

Western Office, Wrigley Bldg., Chicago. Export Representation.

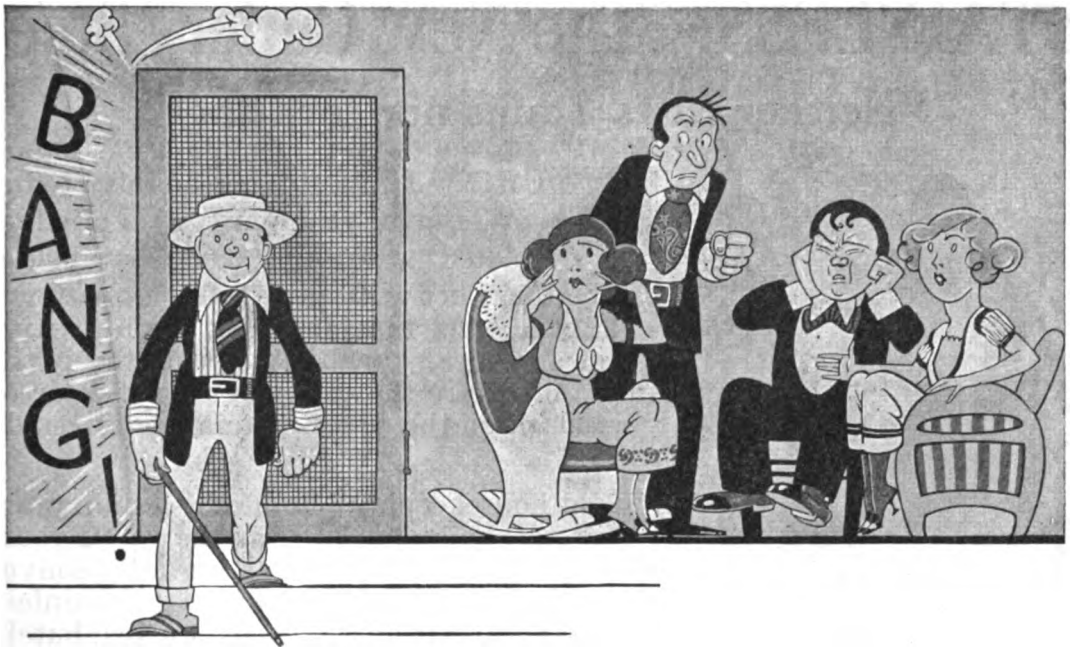
Pacific Coast Representative, John T. Rowntree, Inc.
Los Angeles, San Francisco, Portland, Seattle, Salt Lake City, Denver



McKINNEY
Hinges and Butts

Also manufacturers of McKinney garage and farm building door hardware, furniture hardware and McKinney One-Man Trucks

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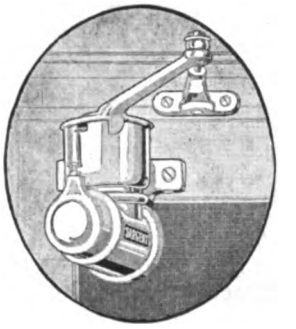
Screen Door Music

Slam! Bang! Every time a screen door slams in your neighborhood it is a reminder that it needs a Sargent Door Closer.

Bring peace and quiet to your customers and make profits for yourself. Display the Sargent Screen Door Closer and talk it at every opportunity.

Sell them for other doors as well as the screen door. There is the coat closet in the front hall, the downstairs lavatory door, the bathroom door, the pantry door, the kitchen door, the basement door and others.

Start now to push this money-making line. Circulars will be furnished to send to your customers, on request.



Sargent No. 20 Door Closer

SARGENT & COMPANY

NEW HAVEN, CONN.

New York **Chicago**

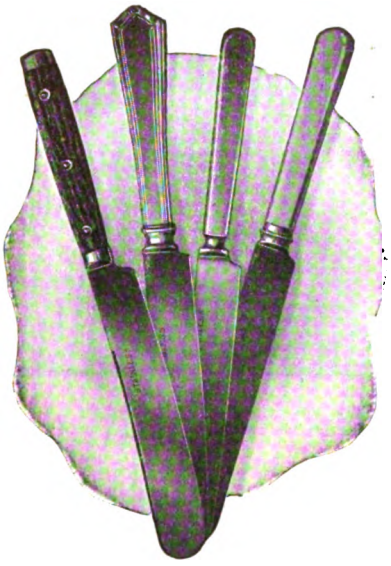
SARGENT

LOCKS AND HARDWARE

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STAINLESS—The New Cutlery Steel

"Neither rusts, stains nor tarnishes"



DURING JUNE it is a good thing to impress upon your purchasers of silver plated ware, that Stainless blades can be furnished with practically all patterns of silver. And that an otherwise attractive set of silver can be absolutely marred if the steel knives are the old type that discolor or turn black on the edges. Stainless knives do not.

"Light housekeeping" implies a certain number of steel knives, not only in the dining-room but in the kitchen. Attractive table-knives with celluloid, wood, aluminum or stainless handles; grape-fruit and paring knives; butcher knives and carvers; all equipped with the blades that clean easily with no scouring, can be secured from a score of manufacturers who appreciate what good cutlery is, and what discriminating users need.

Write direct to the companies listed below—it will pay you to investigate Stainless.

Stainless Cutlery is "Made in America" by the following:

AMERICAN SILVER CO.,
Bristol, Connecticut.

AMERICAN CUTLERY CO.,
Chicago, Illinois.

CLEMENT MANUFACTURING CO.,
Northampton, Massachusetts.

INTERNATIONAL SILVER CO.,
Meriden, Connecticut.

JOHN RUSSELL CUTLERY CO.,
Turners Falls, Massachusetts.

LAMSON & GOODNOW MFG. CO.,
Shelburne Falls, Massachusetts.

LANDERS, FRARY & CLARK,
New Britain, Connecticut.

MERIDEN CUTLERY CO.,
Meriden, Connecticut.

NORTHAMPTON CUTLERY CO.,
Northampton, Massachusetts.

REED & BARTON CORPORATION,
Taunton, Massachusetts.

ROGERS, LUNT & BOWLEN,
Greenfield, Massachusetts.

SIMEON L. & GEORGE H. ROGERS CO.,
Hartford, Connecticut.

WM. A. ROGERS, LIMITED,
Niagara Falls, New York.

SHELTON TOOL & MACHINE CO.,
Derby, Connecticut.

THE WATSON CO.,
Attleboro, Massachusetts.

WINCHESTER REPEATING ARMS CO.,
New Haven, Connecticut.

R. WALLACE & SONS MFG. CO.,
Wallingford, Connecticut.

American Stainless Steel Company

1543 Oliver Bldg., PITTSBURGH, PENNA.

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American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that ***AMERICAN MAID*** Aluminum Ware has created. Ask the buyer who has used ***American Maid*** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"*To produce and sell at a Moderate Cost a line to meet all demands.*" We attained this in the production of ***AMERICAN MAID*** Ware.

Experienced housewives will welcome the opportunity to secure ***AMERICAN MAID*** at our exceptionally low prices.

Provide NOW for your Special Sales—Write for prices

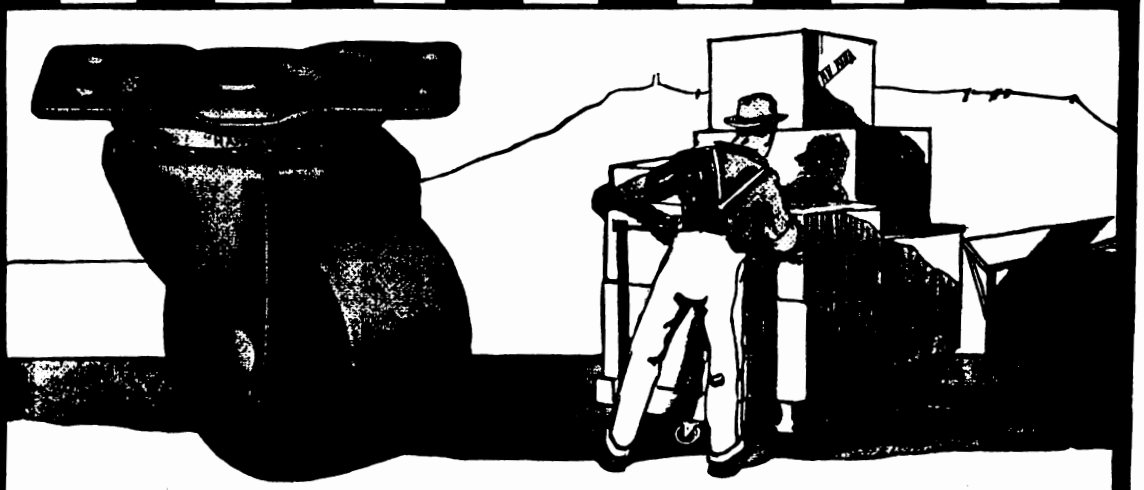
Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.



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B A S S I C K



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?



The Bassick Company

Which is a consolidation of—
The Universal Caster & Foundry Works
The M. B. Schenck Company
The Burns & Bassick Company

Write for descriptive circular No. 200 W

General Offices
BRIDGEPORT - CONN.

P R O D U C T

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REMINGTON UMC

Announcing—

Remington Cutlery

POCKET KNIVES

Remington Pocket Knives are ready to deliver to the jobbing trade.

The first Remington Cutlery Catalog is ready to send out.

Everything is new — new manufacturing methods, new equipment, new dies, new tools, new material, new designs, new everything.

Every Remington Pocket Knife blade possesses a **strong keen cutting edge.**

Every Remington Pocket Knife bears its number stamped on the tang.

Every Remington Pocket Knife is wrapped, packed and sealed in a damp proof—dust proof box.

Every Remington Knife is a **good** knife. Prices are high—not too high—they are interesting.

Every jobber will want the New Remington Cutlery Catalog—if yours has not come, please drop us a line.

Remington Cutlery is distributed only through jobbing trade.

What we want is orders—if you please.

REMINGTON ARMS CO., Inc.

Successor to
The Remington Arms Union Metallic Cartridge Company

General Offices
New York

Remington Cutlery Works
Bridgeport, Conn.



R 4123

The prime function of a knife is to cut—to cut keenly

Remington

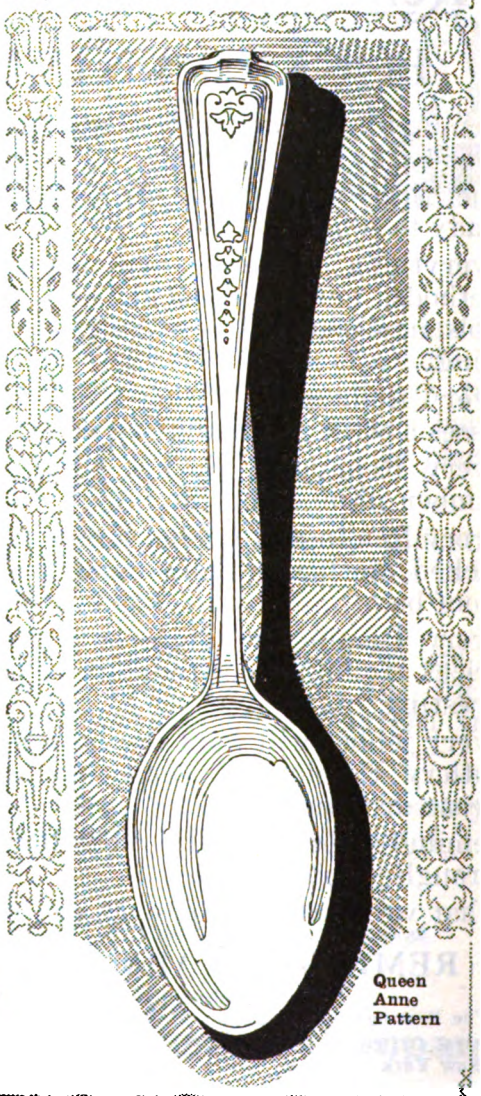
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1847 ROGERS BROS.
SILVERPLATE

The dealer who desires feminine patronage can use no better inducement than 1847 Rogers Bros. Silverplate. High grade Silverplate has beckoned into the store more than one woman who, after entering, has found that she needed a washing machine or a new refrigerator.

Write for "Merchandising Suggestions" to Advertising Department, International Silver Co., Meriden, Conn.

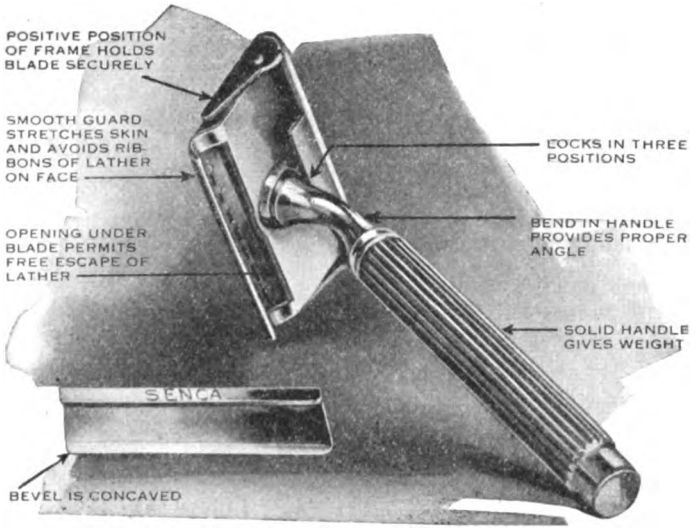
The Family Plate for Seventy-Five Years



Queen Anne Pattern

INTERNATIONAL SILVER CO.

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SENCA
Safety Razors

Note the many features of the Senca Razor. Every detail necessary for ease and comfort in shaving has been provided for.

For twenty years the makers of the Senca razor have been manufacturers of the famous Genco standard (barber type) blades.

This experience in producing shaving edges will in itself guarantee high quality in Senca blades—the most important of the many points in which the Senca is superior.

Senca model "A," which is the razor illustrated, is made of brass heavily nickel plated. Razor is packed complete with six blades in a black leatherette box lettered in gold and lined with purple plush. Cartons are provided for sharp and dull blades.

A curve in the handle throws the shaving edge at the proper position against the face and weight attained thru the use of solid metal gives a natural and comfortable balance. The handle can be set in three positions providing slanting as well as the straight stroke.

The guard is flat and leaves no ribbons of lather on the face after shaving, while the opening between the guard and blade permits free passage of lather and avoids clogging.

Handle is permanently attached to the frame which opens wide permitting insertion and removal of blades without danger of cutting the fingers and making razor easy to clean.

To Sell for $1.00 Each to the Shaver

Sold thru the regular Jobbing and Retail trade in keeping with recognized merchandising practices

"There is a profit on the razor as well as on the blades"

If your jobber cannot supply you, write us

GENEVA CUTLERY CORPORATION

Makers of the famous Genco Razors

157 Gates Avenue, Geneva, New York

Largest Manufacturers of Standard Razors in the World

SENCA RAZORS AND BLADES — "Made by shaving edge specialists"

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Better Closets for Your Customers Bigger Sales for You

RITE-WAY GARMENT FIXTURES provide double the room for clothes in half the space required by the old-fashioned closets.

On new work, smaller closets can be used, allowing better arrangement of rooms and reduced outside dimensions with a corresponding reduction of building costs.

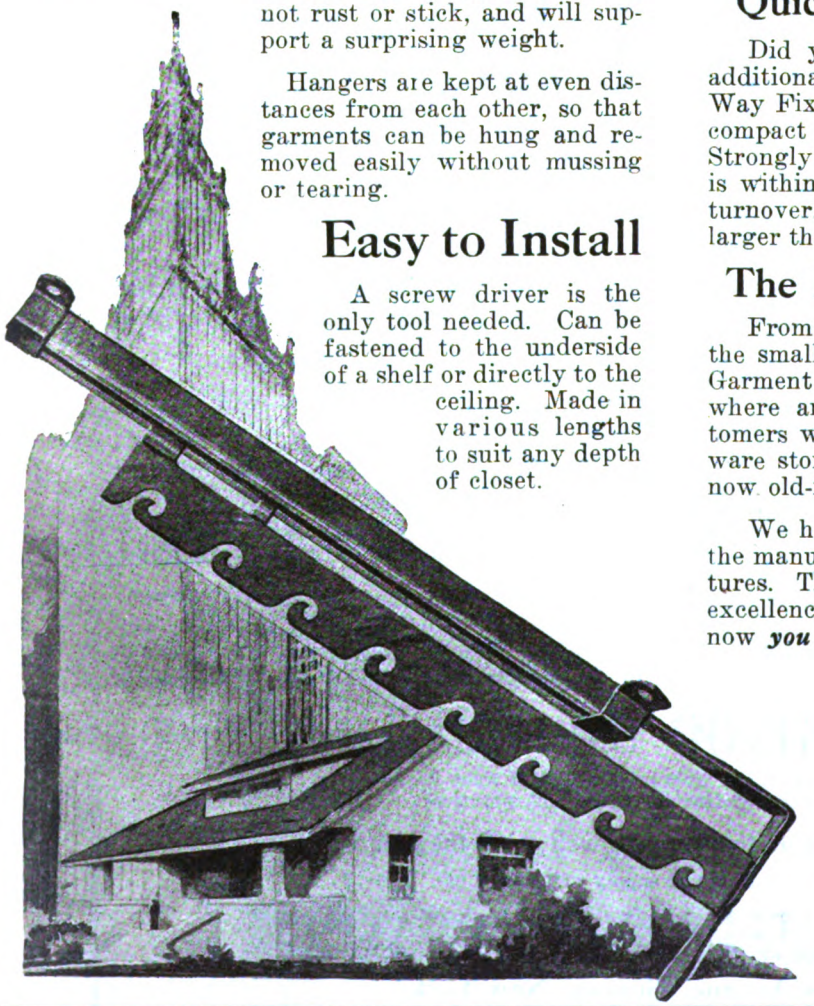
Old closets equipped with Rite-Way Fixtures will accommodate more clothes and keep them in better condition than where they are hung back in dark inaccessible corners.

A touch brings the whole wardrobe out into light and air. No chance for moths to gather. The carrier works on fibre rollers that will not rust or stick, and will support a surprising weight.

Hangers are kept at even distances from each other, so that garments can be hung and removed easily without mussing or tearing.

Easy to Install

A screw driver is the only tool needed. Can be fastened to the underside of a shelf or directly to the ceiling. Made in various lengths to suit any depth of closet.





Rite-Way Fixtures are Quick Sellers

Did you ever see a woman who did not want additional closet space? Just let her see the Rite-Way Fixtures and she will be enthusiastic over the compact and convenient arrangement they provide. Strongly made and heavily nickel-plated. The price is within reach of every one. That makes a rapid turnover. The margin of profit for you is much larger than you expect in quick moving merchandise.

The Rite-Way Field is Unlimited

From the largest office or apartment building to the smallest home, there is a demand for Rite-Way Garment Fixtures. Architects and builders everywhere are using them on new work. Retail customers want them for their own homes. The hardware store that doesn't carry Rite-Way Fixtures is now old-fashioned.

We have taken over from the Barney Moore Co. the manufacture and sale of Rite-Way Garment Fixtures. They will continue to be made with the same excellence of design and construction that you know now ***you can depend upon in Lawson Spring Hinges.***

Write Today

for detailed information and prices. Let us show you how Rite-Way Garment Fixtures will save space and money for your customers. Let us prove that they will increase sales and profits for you. This is worth while looking into. Write today

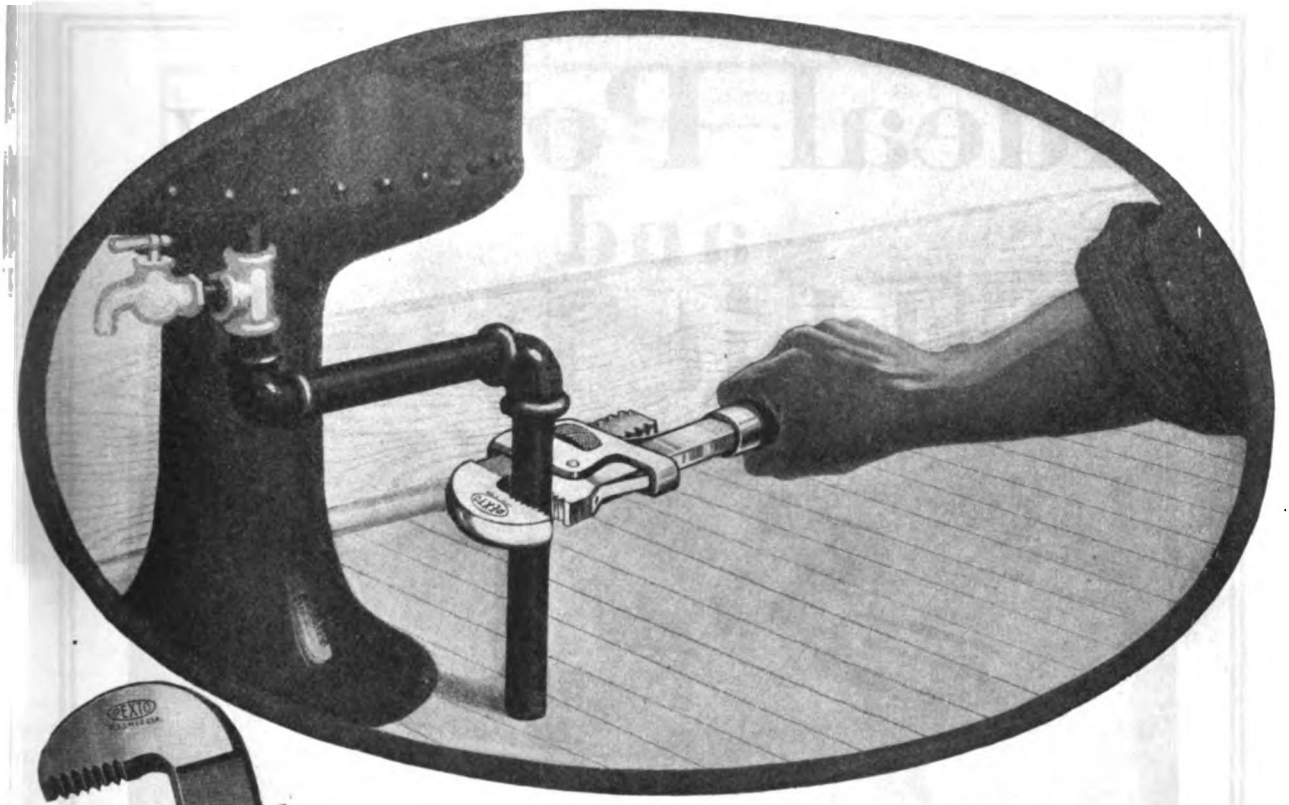
Lawson Manufacturing Co.

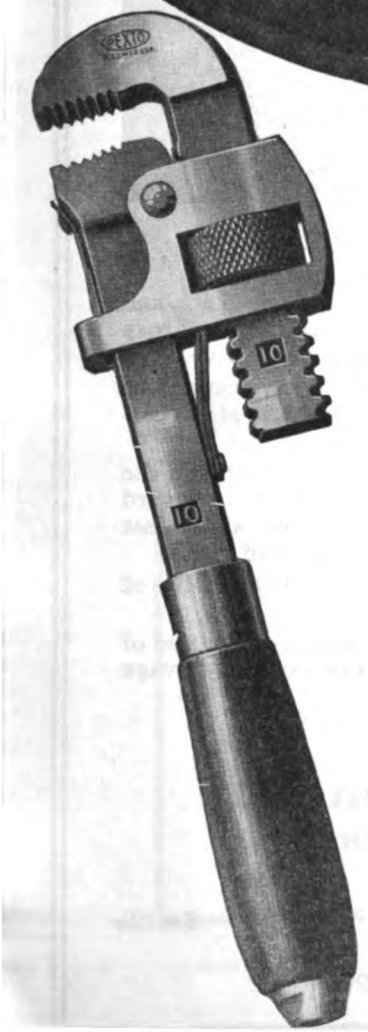
Dept. A-778

230 W. Superior St., Chicago, Ill.

LAWSON RITE-WAY GARMENT FIXTURE

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Wrenches That Advertise Your Store!

When you sell a PEXTO Pipe Wrench to a mechanic you pave the way for future business. His fellow workers are impressed with the strength, quality and finish of the wrench and will be interested to know the dealer's name.

A PEXTO Pipe Wrench goes to work the instant it is applied, and hangs on until the job is done. Mechanics cannot help but admire its ruggedness and "hang on" ability.

It is a mighty good wrench to recommend—one that will stamp your store as the home of quality merchandise and bring customers back again for other PEXTO Worth While Tools.

Our Catalog No. 20 is waiting for you. **Send for your copy.**

PEXTO

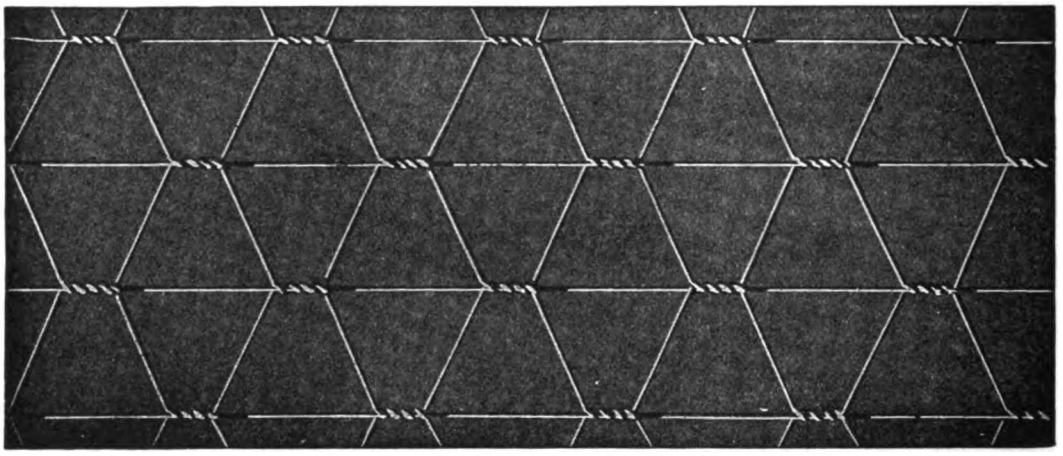
WORTH WHILE TOOLS

The PECK, STOW & WILCOX CO.

Southington, Conn., U. S. A.

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

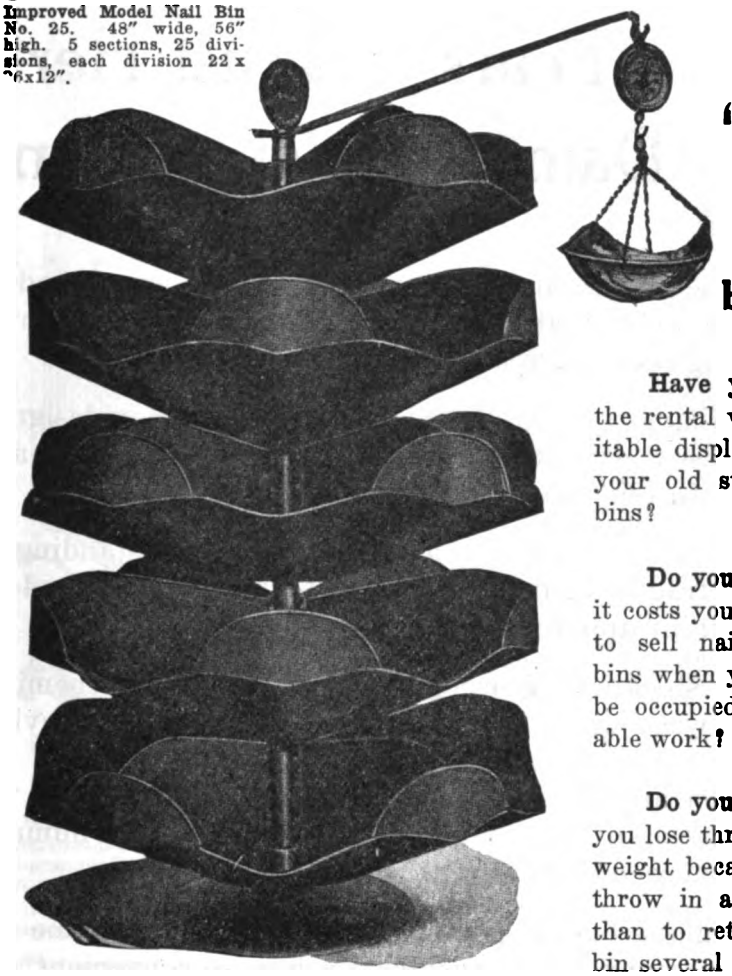
San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Time and Space——

Improved Model Nail Bin No. 25. 48" wide, 56" high. 5 sections, 25 divisions, each division 22 x 26x12".



The "ECLIPSE"

Nail Bin will save both for you

Have you ever figured the rental value of the profitable display space used by your old style counter nail bins?

Do you know how much it costs you in waste of time to sell nails from counter bins when your clerks might be occupied in more profitable work?

Do you know how much you lose through giving over weight because it's easier to throw in a few extra nails than to return same to the bin several steps away?

Important considerations, in these times of high prices and high salaries.

The Eclipse nail bin eliminates all the waste from the selling of nails. It occupies but a few square feet of floor space yet is large enough to hold a keg each of all sizes. It saves 10 lineal feet of counter space which can be used for displaying other merchandise more profitable than nails.

The Eclipse Improved Bin is solid all steel construction with sections that revolve individually on full metallic ball bearings. Capacity of 100 pounds per bin, 5 bins to the section and 5 sections.

Spring scales swing in direct line with where you are weighing out. No trouble, no waste—just efficiency.

More than 6,000 concerns are using the Eclipse and not one of them would go back to the old style bins.

If your jobber does not sell the Eclipse, write us direct, or just tear out this page and send it in. Full information and prices will be forthcoming promptly.

THE WELLSTON MANUFACTURING CO.

WELLSTON, OHIO, U. S. A.

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Every Woman Fears to Trust Her Dainty Undergarments

to the impersonal treatment of the modern laundry. Each individual bit of lingerie must have her own loving care and attention.

Realizing this, the WASHERETTE has been designed to assist her take advantage of what limited time and facilities she has at her disposal for this task.

It is constructed with a sympathetic understanding of the fragile quality and delicate textures of modern feminine apparel.

Silk stockings, georgette blouses, camisoles, chemises and wash silks of all kinds may be placed in the cylinder, warm water and soap chips added, a turn of the faucet and Milady passes on to other duties with the serene assurance that each piece will in a few minutes be renewed to its original sheer loveliness.

Weighing but six pounds, it is just what the name implies—a miniature washing machine so convenient and light that it may easily be carried from room to room and utilized with equal facility in bathroom tub or bowl or in the kitchen sink.

Runs by water power and the operating cost is exactly nil.

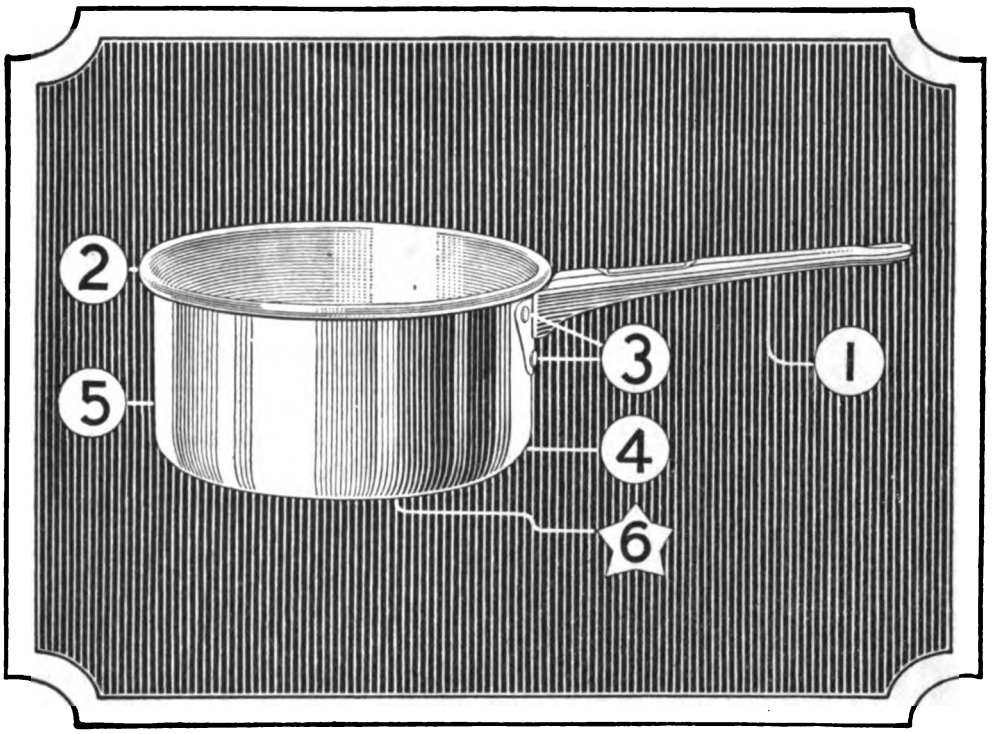
The Washerette Corporation

ROCHESTER, N. Y.

Dealers and Jobbers, its appeal to EVERYWOMAN is worth money to YOU

Write for our proposition and prices

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A Special Sales Offer

A Regular $1.10 Mirro Sauce Pan
That You Can Sell at 49 Cents

Here is your opportunity to put on a special sale, to make quick profits and to introduce Mirro Aluminum into every home in your community. We are offering for a limited time our regular $1.10 retail value Mirro 1½-Quart Straight-Side Sauce Pan at a price to sell profitably at 49 cents.

The special price on this standard Mirro Quality item to the trade is 37 cents. This enables you to put on a special sale at 49 cents, not only making 12 cents per pan profit or almost one-third on cost, but drawing hundreds of people into your store and building future Mirro business.

This is not a special item, but a standard quality Mirro Aluminum Sauce Pan, made of pure aluminum, rolled again and again, in Mirro mills, to give it the dense hard grain which endows it with long-lasting durability.

We will supply newspaper cuts for advertising and all material for you to put on a spectacular sale. Order now and start your sale as soon as possible.

Here are the six quality features of this Mirro 1½-Quart Straight-Side Sauce Pan:

1 One-piece hollow steel handle with thumb notch, and eye for hanging. Heavily plated.

2 Tightly rolled, sanitary bead, free from dirt-catching crevices

3 Strong, flat-headed rivets keep the handle firm and secure.

4 Smooth, rounded edges are easily cleaned.

5 Famous Mirro Finish.

☆*6* Famous Mirro trade-mark, and your guarantee of excellence throughout.

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

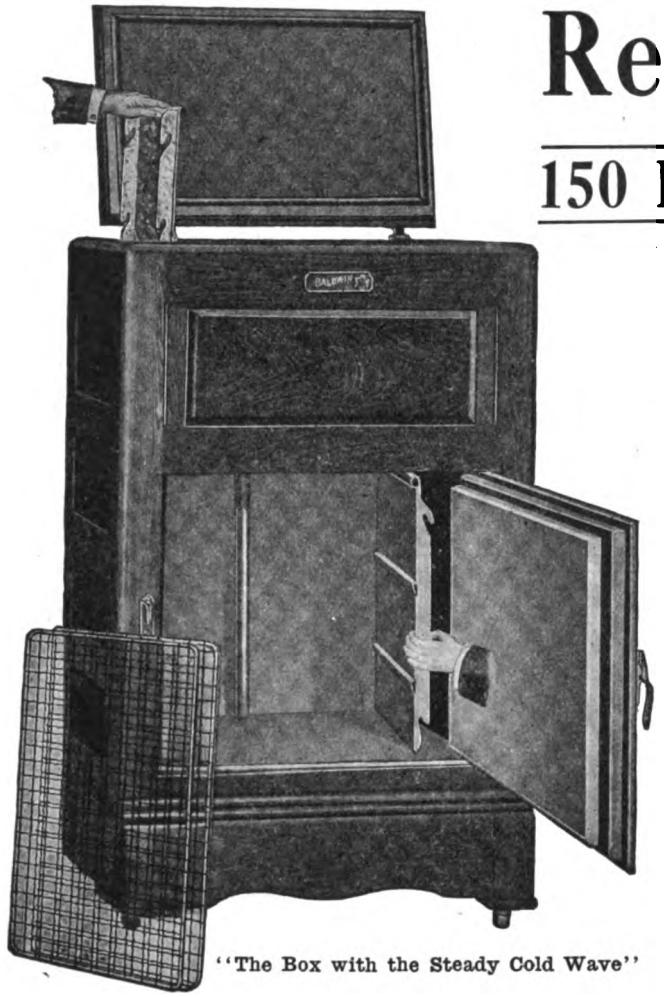
Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM
Reflects Good Housekeeping

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BALDWIN Dry-Air Refrigerator

150 Handsome Styles



"The Box with the Steady Cold Wave"

Ash, Oak, Softwood Cases
Opalite Glass, Vitrified Porcelain, and Metal Lined

"THE COLD CLEAN KIND"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator — it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass, 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."



Send a Postal for Our Big Catalog

The Baldwin Refrigerator Co.

Burlington, Vermont

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL CO.

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DU PONT

THE STANDARD SHOTGUN POWDER

The Best Powder Makes the Best Loads —And the Best Loads Sell Fastest

—simple truths that have a great bearing on the question of "How fast can I turn over my stock of shotgun shells?"

The verdict is in the hands of the shooters themselves—and the vast majority use Du Pont Shotgun Powders, recognized as standard in this country for one hundred and nineteen years.

Meet this demand—carry a highly condensed stock of shotgun shells in the Standard Loads listed in the table below—cut down your investment by eliminating dead or slow-moving loads—speed up your turnover and increase your profits.

Keep this fact in mind—

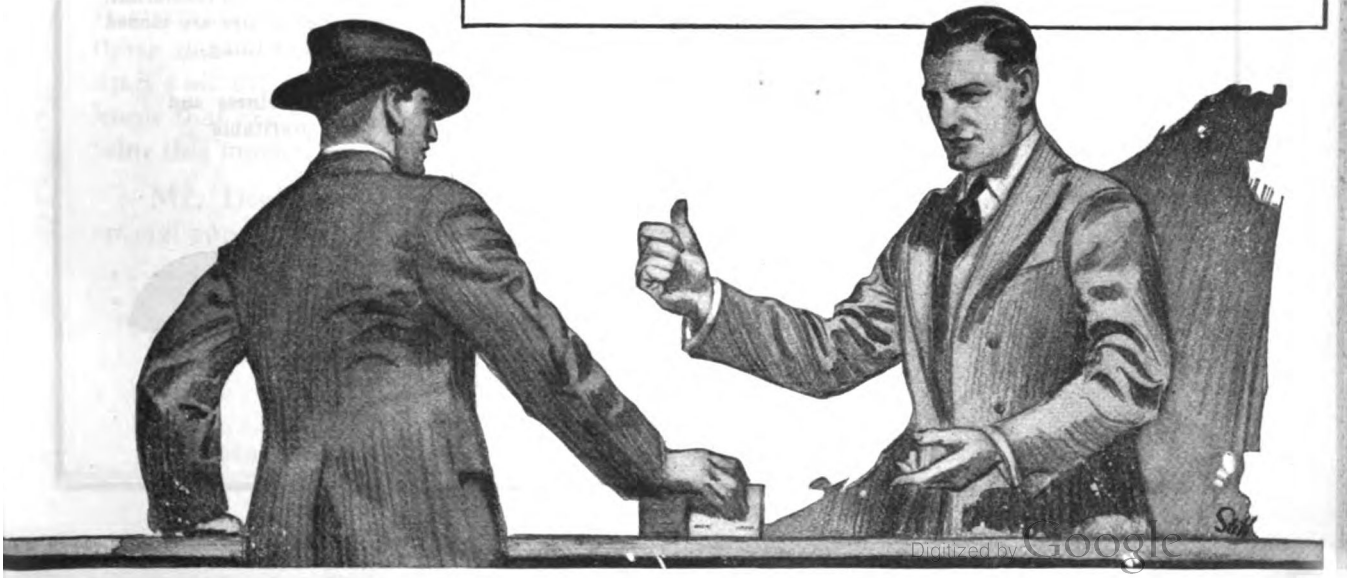
Most Shooters Use Du Pont Shotgun Powders

STOCK THEM IN THESE STANDARD LOADS

DU PONT

Standard Twelve Gauge Loads

	DUPONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	DUPONT BLACK Drams	OUNCES Shot
Large Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼
Small and Medium Ducks	3, 3¼ or 3½	24, 26 or 28	3½	1⅛ or 1¼
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	3¼	1⅛
Pheasants	3	24	3¼	1⅛
Geese	3½	28	3½	1⅛
Wild Turkey	3½	28	3½	1⅛
Squirrel, Rabbits	3	24	3¼	1⅛
Doves, Pigeons	3 or 3¼	24 or 26	3¼	1⅛
Quail	3 or 3¼	24 or 26	3¼	1 or 1⅛
Snipe, Woodcock	2¾ or 3	22 or 24	3	1 or 1⅛
Shore Birds	2¾ or 3	22 or 24	3	1 or 1⅛
Sora Rail	2¾ or 3	22 or 24	3	1 or 1⅛
Trap Loads	3 or 3⅛	24 or 25		1⅛ or 1¼



Facts that Every Dealer Should Know about Du Pont

It is a fact that "Du Pont" is very hard-grained—more so than any other bulk powder—and is therefore highly resistant to moisture which tends to attack powders and gradually disintegrate them.

Other reasons why "Du Pont" has the largest sale of any powder made:

—it gives the highest velocity.

* * *

—it gives the closest patterns.

* * *

—it develops the lowest initial pressure, which means less strain on the gun.

* * *

—it is the cleanest burning powder made.

* * *

A shell is only as good as the powder it contains.

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.:
Rifle and Shotgun Powders Division
WILMINGTON, DEL.

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Stop! Look! Think!

OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes, viz:

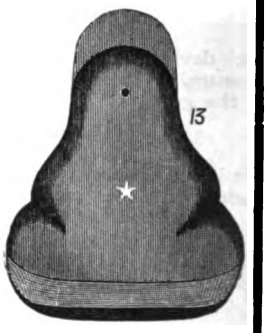
8 Gross Rubber Head Nails.
4 100/144 Gross Bumpers.
17 Doz. Slotted Screw Tips.
4 Doz. Wood Peg Tips.
3 Doz. Patent Rocking Chair Tips.
4 Doz. Stetson's Combination Cushion Chair Tips.













"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name .....
Address .....
Hardware World.

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"That's Columbian *Tape-Marked* Pure Manila Rope

——and illustrates the confidence that you can place in Columbian, the rope with the red, white and blue *Tape-Marker* guarantee in every foot. Whether those men work six or sixteen stories up it's all the same to them when they know that every foot of the rope contains this marker."

Mr. Dealer — Columbian has a special appeal to men on such hazardous jobs as the one illustrated. The knowledge that you sell the rope with the red, white and blue *Tape-Marker* guarantee of strength and durability, will draw them to your store for all their cordage requirements. Are you prepared to supply the demand for Columbian? If so, let us send you a large poster card to place in your store window featuring the *Tape-Marker.*

Columbian Rope Company

352-80 GENESEE ST.

Auburn, N. Y. *The Cordage City*

Branches: New York Chicago Boston Baltimore Houston

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The Tritch Hardware Company

DENVER

Jobbers

To the Merchants of the Rocky Mountain West

DISTRIBUTORS OF

QUICK MEAL STOVES
VIKO ALUMINUM
MANNING-BOWMAN LINE
PLYMOUTH ROPE
VALLEY FORGE CUTLERY
AMERICAN BEAUTY ELECTRIC IRONS
MAYDOLE HAMMERS
PENNSYLVANIA LAWN MOWERS
WHITE MOUNTAIN ICE CREAM FREEZERS
P & F CORBIN BUILDERS HARDWARE
ONEIDA COMMUNITY PLATE
DISSTON SAWS
GATES TIRES
REMINGTON GUNS AND AMMUNITION
ONTARIO KNIFE COMPANY CUTLERY
QUAKER PIPELESS FURNACES
MARSHALLTOWN TROWELS
HYGRADE LAMPS
AMERICAN STEEL AND WIRE PRODUCTS

FRANK A. BARE
President

O. E. BARE
Vice President

R. E. GENTRY
Treasurer

H. R. HUFFMAN
Secretary

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New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST



Pacific Coast Representatives

Wm. P. Horn Co.
Rialto Bldg.
San Francisco

Portland
Los Angeles
Seattle

NEW YORK STAMPING COMPANY

Brooklyn, New York

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ANCHOR BRAND HARDWARE PRODUCTS

HARNESS SNAPS BRING EXTRA PROFITS Without Extra Overhead



A TALK WITH PROGRESSIVE HARDWARE DEALERS

Many hardware dealers are already well established in this lucrative field, selling snaps and other harness hardware and increasing their profits without increasing their overhead.



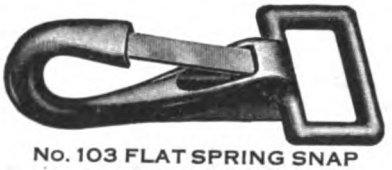
No. 14 ROUND EYE SNAP



No. 15 LOOP EYE SNAP



No. 16 SWIVEL EYE SNAP



No. 103 FLAT SPRING SNAP

A good assortment of harness snaps does not require extensive space. A reasonable variety of standard types, such as those illustrated on this page, can be carried without inconvenience. When the snaps are displayed, farmers and teamsters are attracted to your store and they form the habit of trading with you regularly, buying merchandise in general, in addition to harness hardware.

A moderate investment of this kind has often been the means of building up a profitable and permanent business.

223

BY INVITATION MEMBER OF

NEW YORK, U.S.A.

NORTH & JUDD MANUFACTURING CO.
NEW BRITAIN, CONN.

If your jobber doesn't sell "Anchor Brand" Hardware Products please notify us.

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WE THANK YOU FOR YOUR PATRONAGE.
PLEASE CALL AGAIN

★A -1.00 -0001 JUN 15-21

"A" Amount "Cash" Date

Brown & Stevens
General Merchandise
This receipt shows the amount of your purchase

The register prints a record of the sale on the receipt. The star shows it was a cash sale. "A" is the clerk's initial. The amount is $1.00. It was the first sale on June 15, 1921. The register also prints an advertisement of the merchant's store on the front and back of the receipt.

A receipt printed and issued by a National Cash Register ⟶

Benefits the customer:

The plainly printed figures of the amount on the receipt show that she has not been overcharged. She likes to buy in a store of this kind.

Helps the clerk:

It proves that he registered the right amount. The added and printed records inside the register give the clerk credit for the sale.

Protects the merchant:

He knows that to get the proper amount printed on the receipt, correct added and printed records must be made inside the register.

A National Cash Register is the only machine that prints and issues this kind of a receipt.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL
CASH REGISTER CO.
DAYTON, OHIO.

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"There's More Wear and Tear in a Boy's Play Day Than a Man's Work Week"

Who said that? We all know it's true and that's why Overland wagons are built to stand the kind of wear that makes the "built for beauty" kind fit for the repair shop in forty-eight hours.

At the same time, we know that "looks" sell a wagon, so after the wear goes in, we put on the "looks."

All steel construction below the box with a brace from the bottom of the bed to the front axle mean that when you sell our wagons, the only time you see them again is on the street—they don't come back to get "fixed up" unless a truck hits them.

If you want to really "sell," not just "handle" wagons, write us

Hunt, Helm, Ferris & Co.

Harvard, Illinois *Complete Barn Outfitters* **Albany, New York**

Designers and Manufacturers of

STAR Equipment

The STAR LINE

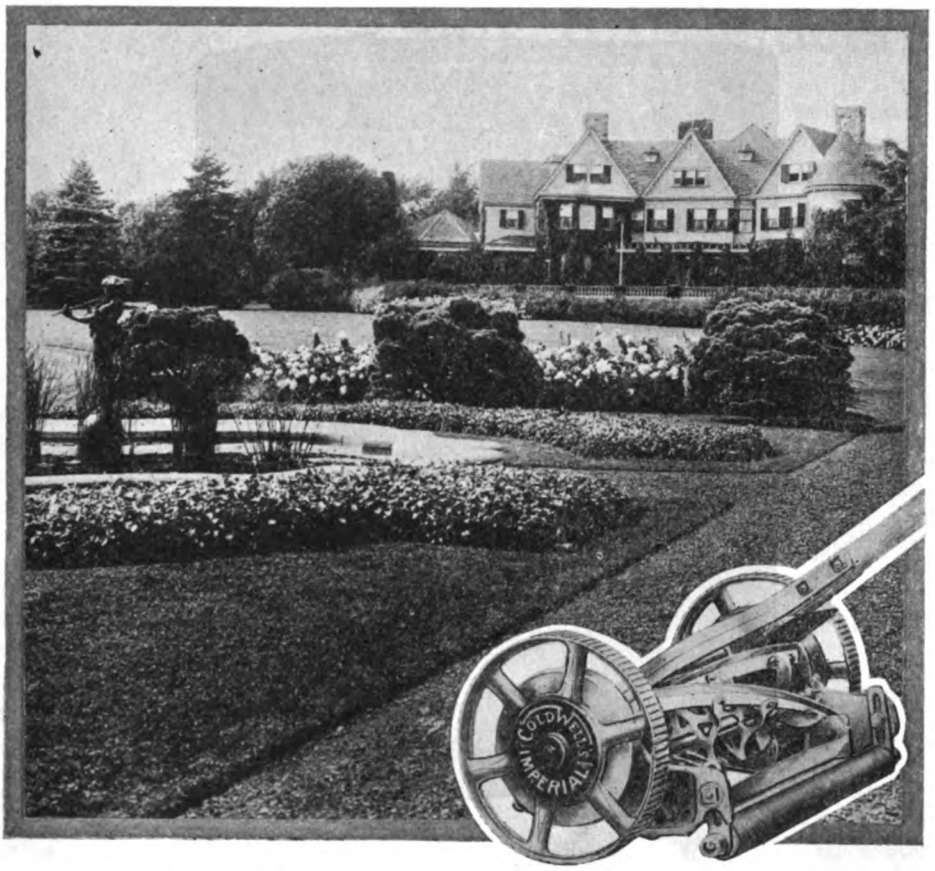
"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"



A Well Kept Lawn Is Its Owner's Pride

Lawn mowers, and their use, is paramount in the minds of those who take pleasure in beautifying their homes.

At this time, such people are particularly good prospects for COLDWELL LAWN MOWERS—they are in a receptive mood, created by the necessity of having a good mower with which to keep their lawn ship-shape.

They are attentive and interested listeners to the many "reasons-why" of Coldwell—points of superiority that extend throughout the entire line, from yard-size to estate-size. They share, with you, the confidence of our guarantee.

Why not profit by this demand?

A proper window display, and carefully worded salesmanship, either in letter or personal form, will bring in profitable business.

These window displays, electros and copy, catalog, and any other help that we can give, are at your disposal.

COLDWELL LAWN MOWER CO.
NEWBURGH, N.Y., U.S.A.

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The Monarch Refrigerator Works

Burlington, Vermont

Union Hardware & Metal Co.
Los Angeles, California

Sloss & Brittain
San Francisco, California

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Increase Your Sales with Boyco Products

BOYCO Galvanized Ware offers many new opportunities to Western dealers: First, that of buying a line manufactured on the Pacific Coast and, due to that fact, the certainty of having orders executed promptly; second, the assurance of quick delivery. The final chief advantage is the dealer's opportunity to furnish his customers with a higher quality of medium priced ware than he has ever before been able to secure. Boyco Galvanized Ware is made from black sheets and hot galvanized after all construction is complete. There are no cracks or crevices; no raw edges; no smallest bit of surface exposed; and no chance for rust or leakage.



They Stand the Rubs

In each case the surface is clean, smooth, brilliant and full of spangle — a product that tells by its very appearance of the better quality that is built into it.



Ask Your Jobber

Boyco Galvanized Ware is real quality ware; made better and finished better.



Place a trial order with your jobber today! Put this line on display! Show it to your customers—you will find that it sells on sight and brings repeat business to your store.



Boyle Manufacturing Company

5100 Santa Fe Ave., Los Angeles CALIFORNIA 21 Sutter Street, San Francisco

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

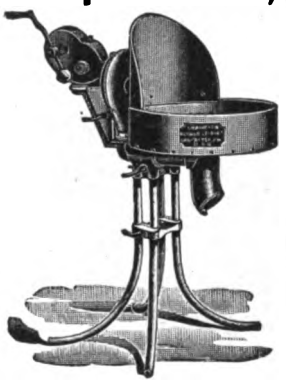
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.
Exclusive Pacific States Representatives

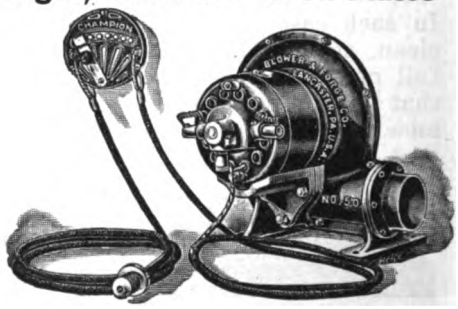
Champion Blowers, Forges, Drills and Screw Plates



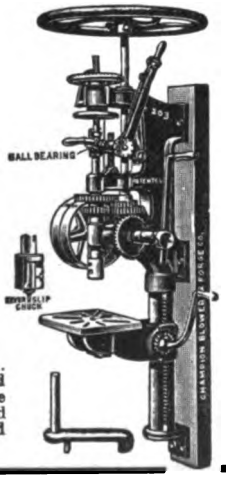
No. 406 Blower



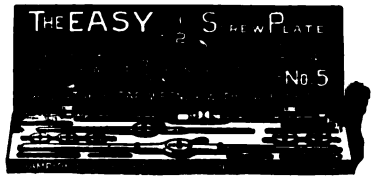
No. 401. Rivet Forge

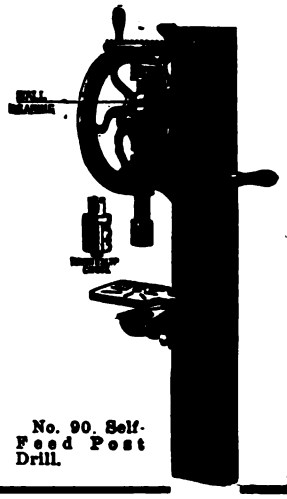


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.



No. 308. Self-Feed and Double Compound Lever Feed Drill.





No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.
Lancaster, Pa., U. S. A.

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We tell 'em—
You sell 'em!

IN the shops and factories and building operations of the country, two generations of America's finest mechanics are teaching the younger men to know Starrett Tools, and to demand them.

And in the publications that mechanics read, Starrett advertising month in and month out steadily hammers home the story of Starrett Tool quality and service.

Starrett Tool advertisements and Starrett Tool users are helping Starrett dealers everywhere to make sales—and more sales.

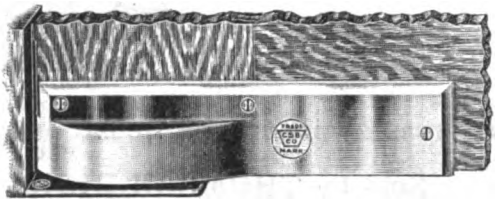


TRADE CHICAGO MARK

SPRING HINGES

Appearance—Economy —Durability

The "Ajax"



In the "Ajax" we offer a Floor Spring Hinge with Ball Bearings at the top of the Hinge, away from dust and moisture.

Alignment Adjustment that is easily accessible.

Roller Bearings for the piston, to overcome friction.

Durability, Economy and **Appearance,** backed by our **REPUTATION.**

Send for Catalogue C 36.

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CHICAGO . NEW YORK

Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

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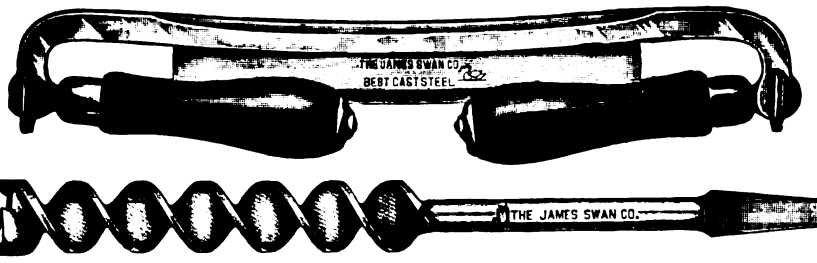
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGURS



CHISELS
DRAW KNIVES



NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

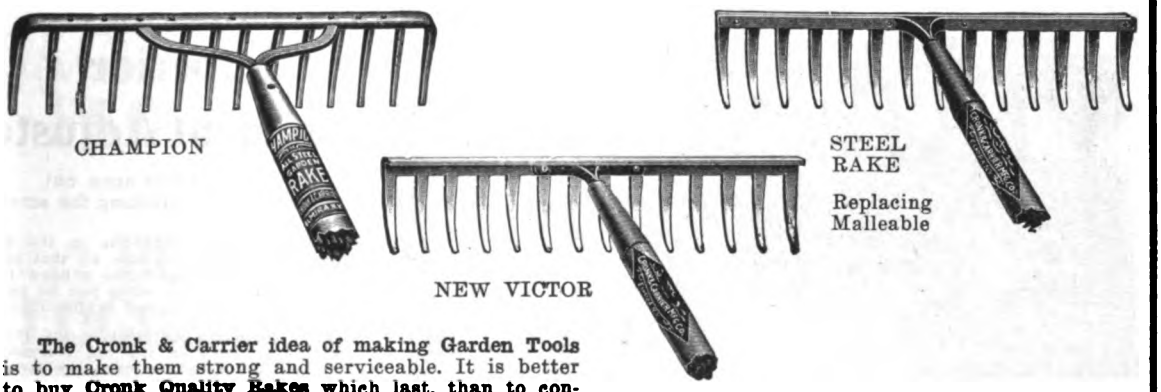
WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.



The Cronk & Carrier idea of making Garden Tools is to make them strong and serviceable. It is better to buy Cronk Quality Rakes which last, than to continually keep buying rakes that wear out. We are ready to supply the spring demand through your jobber.

THE CRONK & CARRIER MFG. CO., Elmira, N. Y.

Western Representatives, SPRAKE SALES CO., Inc.

Los Angeles	San Francisco	Portland	Denver
216 Higgins Bldg.	525 Market Street	633 Railway Exchange Bldg.	506 Charles Bldg.

NORTHLAND SKIS—TOBOGGANS—SNOW SHOES

Every one a good seller—and profitable, too. Order early for next season—prices are down now

NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn. **Write for Catalog**

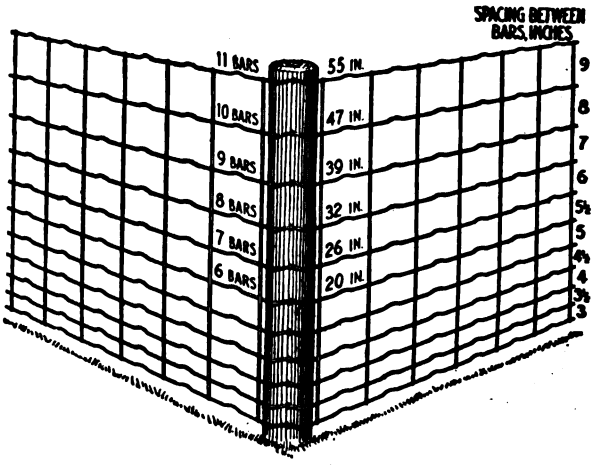
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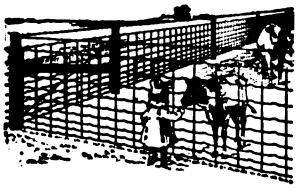
"Pittsburgh Perfect"

Electrically Welded

Farm Fencing

Maximum strength, durability and appearance are combined in this one-piece fence fabric. Electrically welded at every joint, thus eliminating wraps, twists and ties that add weight and hold moisture. Made exclusively of our own Open Hearth steel, heavily galvanized. A perfected fencing; **every rod guaranteed.** Designs and heights to meet every need. Write for Catalogue.





Pittsburgh Steel Company

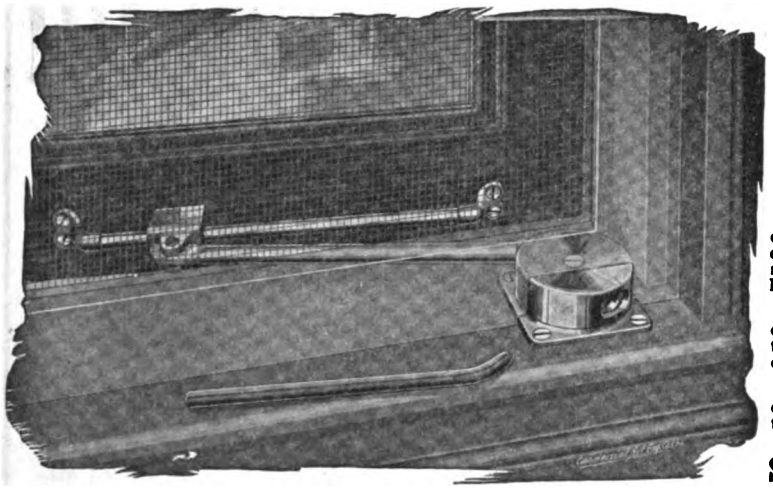
GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing

Dunham, Carrigan & Hayden Co. San Francisco, Cal. Northern California and Nevada

Whiton Hardware Company Seattle, Wash. Washington and Oregon



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

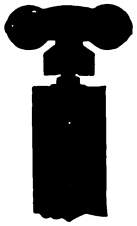
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

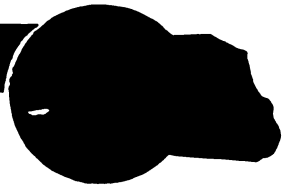
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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Making a "Best Seller"

Vises, in constant use on the home work bench, garages and shops, can be made your "best seller"

Not by hiding them under counters or in the rear of your store

But by displaying them in the sales stand that is sent free with your first order of PRENTISS VISES.

PRENTISS

This handsome sales stand, which holds a full array of the most generally used PRENTISS VISES, will act as an always-working salesman. Order the stand and the vises today, and your vise business will immediately show an activity that will surprise you.

"ON THE BENCH SINCE 1868"

Ask your jobber or write

PRENTISS VISE COMPANY - - 106-110 Lafayette Street, New York City

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the BEST money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

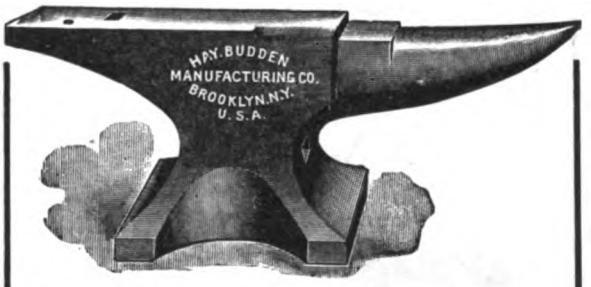
PANAMA PACIFIC INTERNATIONAL EXPOSITION GRAND PRIZE

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SAGER PATENT CHEMICAL CROSSED AXES BULL DOG LOGGING TOOLS

WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

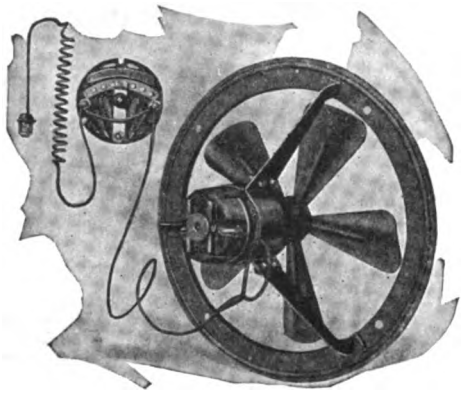
A LOOSE FACE IMPOSSIBLE

FULLY GUARANTEED

WESTERN SALES REPRESENTATIVES

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Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

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Breezo
Disk Fans

Breezo has a maximum capacity of 1000 cu. ft. of air per minute. This means 1000 cu. ft. of foul air removed or fresh air introduced and not just stirred up.

Breezo is the fan of a thousand uses, it will remove the noxious fumes of paint, oils, varnishes and other finishing materials.

Will remove foul air or excessive heat from lavatories, engine rooms, kitchens and restaurants.

Improves the efficiency of the men working in factories by removing dust, lint, steam and overheated air.

EASY TO INSTALL—POSITIVE IN OPERATION—NOISELESS.

Dealers, this is a fan that can be used in hundreds of different ways—and is a GOOD SELLER. Breezo is complete, just screw plug into lamp socket, set fan in place and it is ready to run.

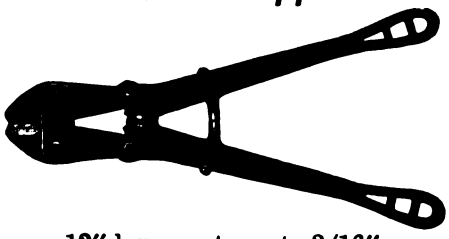
Can make immediate shipments from Los Angeles branch.

For information write Department 37

BUFFALO FORGE COMPANY - Buffalo, N. Y.

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12″ long; cuts up to 3/16″.

The low price will sell it over the counter. No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
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H. K. PORTER - Everett, Mass.

The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.



THE "PONY"

Every Farmer Should Have One

The Machine is guaranteed against imperfections in workmanship and material, and the body being made of MALLEABLE IRON, will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.
3047 Carroll Ave., Chicago, Illinois

Manufacturers of
"Perfection" Spots, Spot Setting Machines and Rivet Setting Machines

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"I Tell You It's a Great Saw"

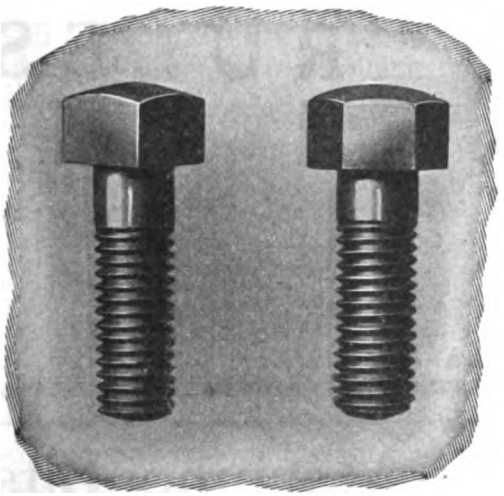
THAT'S what Si says, and being a carpenter he knows. For keen, edge-holding saws that cut true and do not bind, Simonds Blue Ribbon line leads the world. Hardware dealers appreciate the value of such a consistent line of trade increasers, and as a result many are handling the Simonds line exclusively. It means satisfied customers and reasonable dealer's profit.

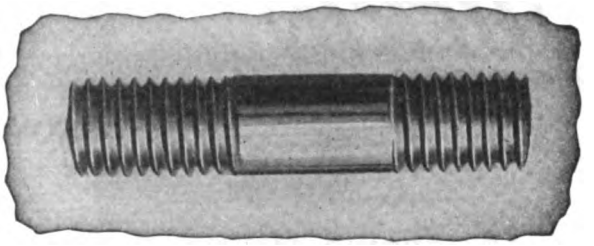
Write for our prices and discounts.

Simonds Manufacturing Co.

"The Saw Makers"

Portland, Oregon Seattle, Wash. San Francisco. Calif. Vancouver, B. C.





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

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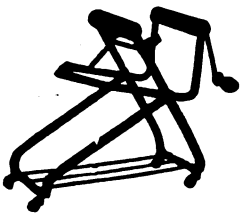
BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



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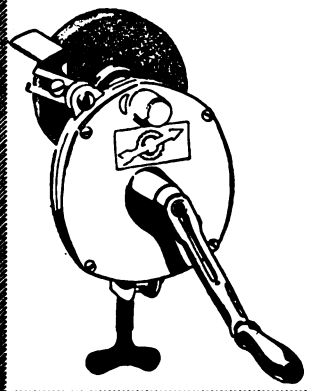
The Increasing Demand



for a complete line of high grade grinders for various requirements is being met in its every phase by

Sturdibilt

Tool grinders varying in size from the small hand grinder for kitchen use—the foot power machine for farm and shop, to the heavy duty double head, double pulley belt power bench machine. The Sturdibilt line has many points of superiority over ordinary grinders, fully described in the Sturdibilt catalog.



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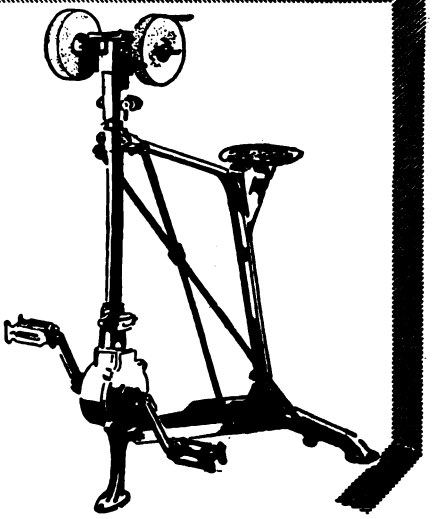
Send for this catalog and names of jobbers in your territory, then order through the jobber.

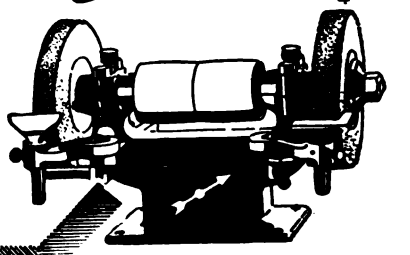
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John F. Kegley, Lankershim, California; O. M. Luther, Winfield, Kansas; J. G. Bowers, 304 Finance Bldg., Kansas City, Missouri; Geo. H. Ische, Prairie du Chien, Wisconsin, and N. D. McPhail, Vancouver, B. C.

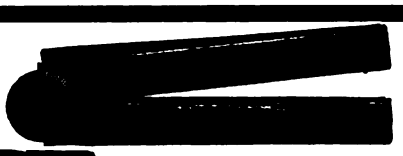
Prairie Du Chien Tool Co.

Prairie du Chien, Wis.





LUFKIN RULES





BOXWOOD



SPRING JOINT

STEEL

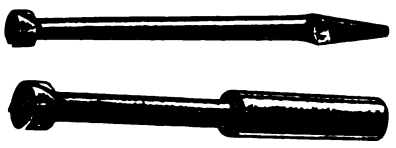
WITH NOTEWORTHY IMPROVED FEATURES
INSURING ACCURACY OF READING, EASE OF USE, AND SAVING OF TIME

APPEAL TO MECHANICS ON SIGHT

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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Assortment Number DB3

Mounted with Six 4-Inch Crescent Wrenches
Size, 8½ x 11½ Inches

PUT this display on top of your show case and it will make that little 3x8-inch space which it occupies the best paying spot in your store. It will not only sell the 4-inch wrenches, but will stimulate the sale of the other sizes.

The store with the best display of tools for the automobilist is the one that is going to get the business. The Crescent Wrench is one of the best tools for the automobile owner that has ever been put on the market.

This display board is made of heavy cardboard, attractively designed and provided with an easel back which locks and will not fall over on a glass show case. The six wrenches will be billed to you at regular discounts. No charge for display board.

Order From Your Jobber

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

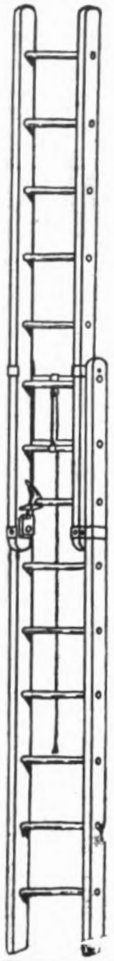
It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

***The* LUDLOW-SAYLOR WIRE CO.**
ST. LOUIS, MO.

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BABCOCK
SPRUCE
LADDERS



Everything in the Ladder Line

Write for Catalogue

PROMPT SHIPMENT

MANUFACTURED BY

W. W. BABCOCK CO. - Bath, N. Y.

(No. 12)

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

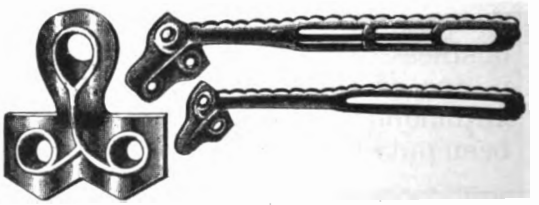
PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

Great Assortment of

Ears, Knobs and Handles





Leading Supply House in America for this Class of Goods. Ask for Samples, Catalogue No. 9 and Prices.

Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory, 110-114 Broad Street

BERGER BROS. CO., Mfgrs.
PHILADELPHIA

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KESTER
Acid-Core Wire Solder

KESTER Acid-Core Wire Solder is an ingenious solder that combines solder and flux. As shown by the phantom view, the flux is contained in little pockets in the hollow wire of solder. As the solder melts the flux is released and flows out on the part to be soldered.

This self-fluxing soldering method is a great improvement over the old separate-fluxing way and for that reason is being widely adopted by garagemen, plumbers, tinsmiths, telephone linemen, factory handymen, manufacturers, householders and all solder users.

The elimination of the separate fluxing operation saves one-half of the workman's time. There are no time-consuming, wasteful, mussy pots or cans of flux to bother with.

Perfect fluxing is assured. No Kester-soldered job fails to hold or requires resoldering. Because the solder and flux are scientifically proportioned to each other in the manufacturing process, they flow out on the job together in just the right proportions to assure a perfect weld.

Hard-to-get-at places, almost inaccessible any other way, are easily and quickly reached with this handy wire of self-fluxing solder.

The combining of solder and flux does away with the stocking of easily broken bottles and jars of flux and gives the dealer two sales—solder and flux—in one. It is put up in handy form for sale in hardware stores in one pound coils in cartons, and on one, five and ten pound spools. It is easily stocked and easily sold—no weighing—no cutting—no lifting of heavy bar solder.

Kester Solder is made in two forms—Kester Acid-Core Wire Solder for general and automotive work for soldering all metals except aluminum, and Kester Rosin-Core Wire Solder for delicate electrical work.

Kester Solder is manufactured by the

CHICAGO SOLDER CO.

4229 Wrightwood Ave., Chicago.

Free Samples can be had for the asking

SAVAGE



A Rifle And a Shotgun in One

All Model '99 Take-Down Savage Rifles Can Now be Made Into a Shotgun With the New Interchangeable .410 Gauge Savage Barrel

NO DELAY—you don't need to send it to the factory for adjustment. In two minutes you can change it yourself. It's the most common-sense, useful, and convenient addition that has ever been introduced with any line of rifles.

Every owner of a Model '99 Savage Take-Down Rifle will want a .410 gauge barrel, because with it he can hunt big game or spend an off day at Camp shooting partridge or rabbit.

And remember the .410 gauge barrel is interchangeable with any regular barrel in any caliber on any Model '99 Take-Down Savage Rifle. But it has to be a Savage!

In ordering be sure to specify whether rifle is a featherweight model or a regular model.

Model '99 Take-Down Savage Rifles to which the .410 Gauge Barrel can be adjusted

.30-30 Savage Regular	.250-3000 Savage
.303 Savage Regular	.30-30 Savage Fwt.
.22 Savage Hi-Power Fwt.	.303 Savage Fwt.

The .410 Barrel is also adjustable to the old Savage rifles caliber .25-35, .33-55, and .32-40, which are no longer manufactured.

SAVAGE ARMS CORPORATION
UTICA, NEW YORK

Executive and Export Offices: 50 Church St., New York

Owners and Operators of
J. Stevens Arms Company, Chicopee Falls, Mass.



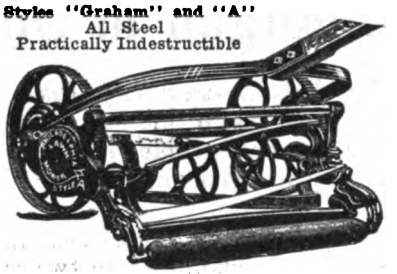
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GENUINE

"PHILADELPHIA"

Most Popular and Highest Grade Lawn Mower in the World and has been since 1869, when the first side wheel Lawn Mower, a *"PHILADELPHIA"* was put on the market; and there has been a steadily increasing demand ever since for the Genuine *"PHILADELPHIA."*

Styles "Graham" and "A"
All Steel
Practically Indestructible



Simplicity of design, Vanadium Crucible Steel Blades, Bearings bored with rifle barrel accuracy, the best materials and workmanship that ever went into a Lawn Mower—these are the reasons why the *"PHILADELPHIA"* is the first Lawn Mower people think of when they want a thoroughly dependable machine.

Send for Catalog and Discounts NOW



MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates and like our Hand and Horse Mowers, the Genuine *"PHILADELPHIA"* are the very finest that can be produced.

MOTOR Mowers, 30-inch walking type; 40-inch riding type; combination lawn roller and lawn mower.

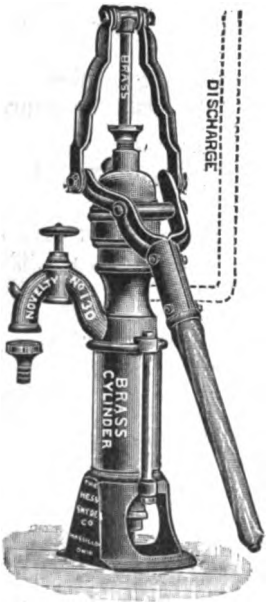
THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
Selling Agents

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

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MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

THE UTILITY LINE



No. 40 Portable Outfit

Write for
Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.

MYERS

STAYON SURE-GRIP

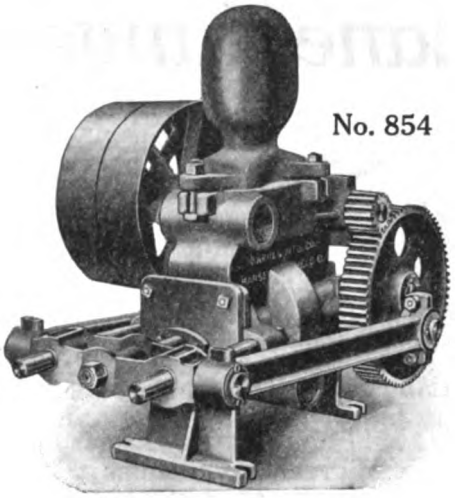


DOOR HANGERS AND TRACK

Here are hangers designed to improve sliding doorways on barns, sheds, garages, warehouses and similar buildings—to make them easier to open or close—to keep them on the track—to overcome binding through sagging or warping of timbers. In a word, to produce such sliding doorways as to have the purchaser forget entirely that difficulties in the opening and closing of sliding doorways ever existed. And there are Twelve Styles of Myers Stayon and Tubular Door Hangers and Track to meet every requirement. Catalog and prices to the trade.

F.E. MYERS & BRO. ASHLAND, OHIO.
ASHLAND PUMP AND HAY TOOL WORKS

Barnes Power Pumps



The General Service Pump

For Working Pressures of 125 Lbs. or a 285 Ft. Head

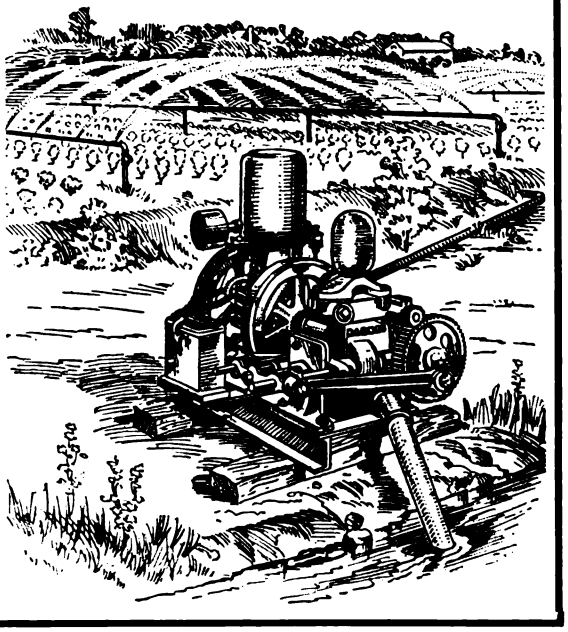
Here is a pump for all classes of work—domestic and farm water supply—garden sprinkling—boiler feed in steam heating systems—pneumatic pressure systems, powered with either gas or electric motors.

It is well adapted, in the larger sizes, to supplying water on construction jobs. Gasoline or oils may be readily pumped, since the valves are solid bronze and will not be damaged.

Built in five sizes, capacities up to 4200 gals.

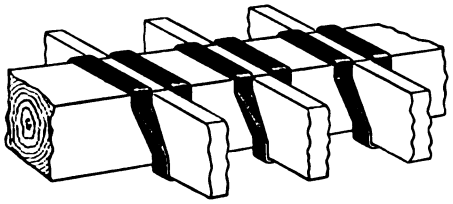
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THE BARNES MANUFACTURING CO.
Mansfield, Ohio



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REMEMBER
Lane Hangers



Send for Catalog showing other styles

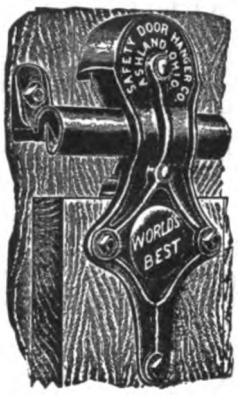
Aluminum Model Free on Request

ATTRACTIVE PRICES
IMMEDIATE SHIPMENTS

LANE BROS. COMPANY

River Street

POUGHKEEPSIE, N. Y.



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

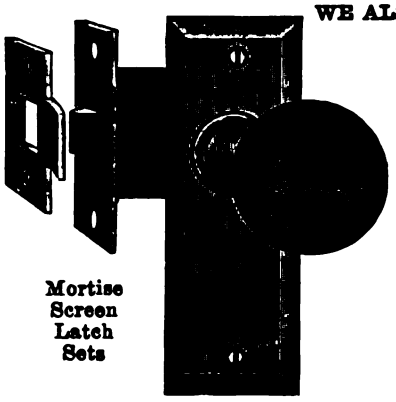
THE TOPPING MFG. CO.

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.

Shelby Screen Door Hardware

WE ALSO MAKE



Mortise Screen Latch Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord **Shade Cord**
Clothes Lines **Masons' Lines**
Solid Braided Rope **Chalk Lines**

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City



Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for Catalog.

CANNON OILER CO.
Keithsburg, Ill.

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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Perfection Economy Cobbler is the one article to put into the home.

It is the Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS EVERYWHERE

A Favorite With the Farmer's Wife

All Steel Easy To Clean



Every farm-wife can see at a glance how a Sturges Steel Churn takes work out of churning. All-metal construction — no corners for dirt — no wood to soak up milk—no trouble to clean. Light—easy to handle. Beautifully finished in red and blue.

Write today for Circular No. 35X

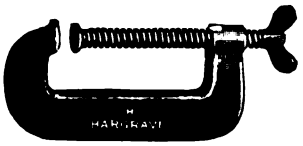
Sturges & Burn Mfg. Co.
Established 1865
Chicago - Illinois

Sturges Steel Churns

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CARRIAGE CLAMP

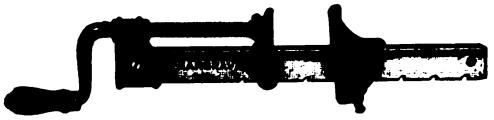
(QUICK SALE)



An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP

(THE TRADE WANTS IT)



This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HARGRAVE QUALITY" TOOLS, for which you would have a ready market.

THE CINCINNATI TOOL CO.
Montgomery and Waverly Ave., Cincinnati, Ohio

Please address all orders and inquiries as above.



Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

The Only Wrought Iron Anvil Manufactured in the United States

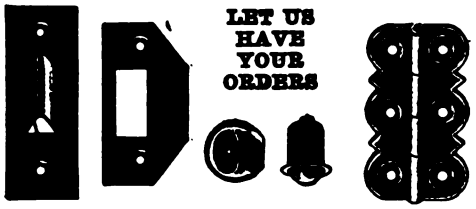


The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

Kees Metal Building Corners



CUT BUILDING COSTS BUT ADD TO YOUR PROFITS

WE HELP YOU SELL THEM

A card to Dept. 50 will bring particulars and samples

F. D. KEES MFG. CO.
Beatrice, Nebr.
Makers of Brownie Roller Skates



Sharpen it on a Cleveland

Dull tools are sharpened much quicker and easier on a power stone. The cost of the stone is not much, the work is excellent and the man who has much grinding — after once using a power driven grindstone — will never go back to the old method.

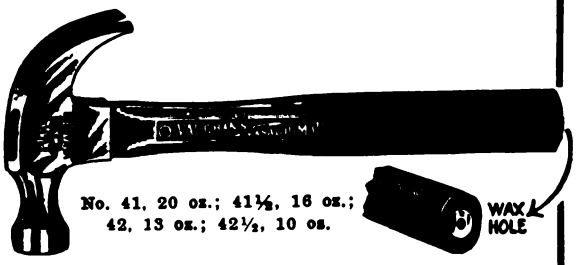
The Cleveland Stone Co.
Cleveland - - Ohio

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Vaughan's Uncle Sam Hammers

Made of Vanadium

Competent mechanics insist upon high-grade tools. Standardize your stock, reduce scattered investment and increase profits by concentrating on V & B Tools.



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

Vaughan's Uncle Sam Supersteel Hammer is pre-eminently a quality tool. It is the strongest, toughest nail hammer made.

VAUGHAN & BUSHNELL MFG. CO.
For Over 50 Years Makers of Fine Tools
2114-2138 Carroll Ave. - - - - Chicago



TYING UP

The dealer who buys a stock of Union Tool Chests buys a product of quality. Unions retain their leadership solely because of this quality which is shown in every detail.

The raw products that are made into chests in our factories are rigidly inspected and subjected to tests and experiments of considerable importance. They must by right! When the chest is finished it becomes a unit of that tying up policy of the company.

This policy consists of these points:

The best tool chest at any price.

A liberal selling agreement with the dealer.
National advertising in general and technical magazines.
A wide range of sales points.
"Satisfaction or Money Back" guarantee to the buyer.
Chests for every mechanic, and sportsmen and householders.
No after sale service.
And last, but not least, satisfied customers who advertise you and Union Tool Chests.

When you tie-up with UNION you tie-up for life.

UNION TOOL CHEST COMPANY
105 Mill Street, Rochester, N. Y.



BOMMER SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.

BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

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Remove Stock Rapidly and Smoothly

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"The

DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



No. 1098

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. **Adjustable** to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

Made only by
FRAIM-SLAYMAKER HARDWARE CO.
Lancaster, Pa., U. S. A.

A. C. RIDDELL, Western Sales Manager
Higgins Bldg., Los Angeles

The New "Triumph"
GOPHER TRAP
MANUFACTURED BY
TRIUMPH TRAP CO., INC., ONEIDA, N. Y.



Lowest Priced Trap
Easiest Trap to Set
Powerful in Action

PACKED
1 Doz. Traps in Box
1 Gross in a Carton

READY TO SHIP

For sale by the Principal Hardware Jobbers of the West

OHLEN - BISHOP
CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER
TOOLS AND TROWELS
—Made by—
THE OHLEN-BISHOP CO.
The Master Saw Makers
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

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EASY TO HANDLE

OUR PATENTED PRESSED STEEL WING NUT IS LIGHT IN WEIGHT, ALTHOUGH OF MAXIMUM STRENGTH.

FACILITY IN HANDLING HAS BEEN TAKEN INTO ACCOUNT IN THE PROPORTION AND SHAPE OF THE NUT.

THE RESULT IS A WING NUT AFFORDING THE GREATEST AMOUNT OF LEVERAGE POSSIBLE WITH A SMALL AMOUNT OF EFFORT.

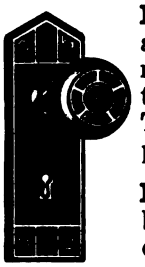
SAMPLE SET UPON REQUEST

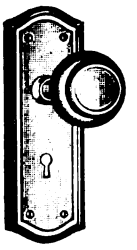
"PRODUCTS THAT  GIVE SATISFACTION"

REED & PRINCE MFG. CO.
WORCESTER, MASS., U. S. A.

BRANCH AT CHICAGO, ILL.

Lockwood Hardware.





Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

Lockwood Manufacturing Co.
Manufacturers of
BUILDERS' HARDWARE
SOUTH NORWALK, CONN., U. S. A.

F. G. HIGGIN, Pacific Coast Representative
2833 Hilligass Ave., Berkeley, Calif., U. S. A.

MAYDOLE HAMMERS

THE WORLD'S STANDARD

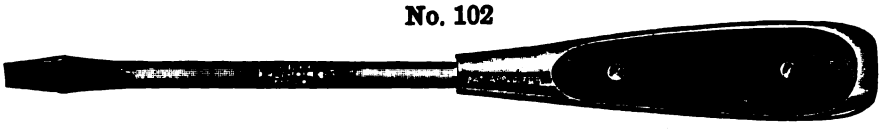
Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



THE BRIDGEPORT HARDWARE MFG. CORP., Bridgeport, Conn.

HERCULES KNIFE HANDLE SCREW DRIVER (Patented)
No. 102



"The Tool of Practical, Scientific Construction"
Sizes from 2 to 12 inches

C. W. GAUSE CO., Agts., San Francisco, Cal. J. C. McCARTY & CO., Agts., New York City

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Buy goods that have made a world wide reputation and at prices that will insure you a good profit.

Cobbler Sets



Improved Economical

ORDER YOUR STOCK TODAY

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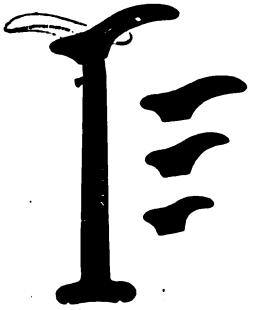
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Heel Plates



Star No. 4

Lasts and Stands



Guaranteed Empire

STAR HEEL PLATE COMPANY

LOUIS SACKS, Inc.

357-391 Wilson Avenue . Newark, N. J., U. S. A.

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street, New York
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Cut Your Gauge Glasses

The Sure and Easy Way

A slight thumb pressure does the trick—with **Wilkins Gauge Glass Cutter**

GEO. N. WILKINS COMPANY, 180 N. Market St., Chicago

Western Representatives, SPRAKE SALES CO., Inc.

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SNAPS

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.

TROY, N. Y.





Gilson Garden Tools

Have proven **Live Sellers** wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

"ANSONIA" NAIL CLIP

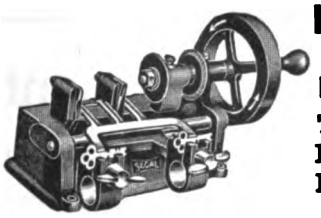
Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

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Key Cutting Made Profitable

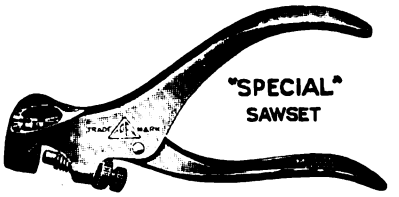
The Segal Rectifying Key Cutter

1. Cuts flat steel and grooved or paracentric keys.
2. It does not cut **one** make of grooved key only, but **all** makes—Yale, Sargent, Corbin, Russwin, etc., genuine or imitation.
3. You do not have to change cutters or guides.
4. It cuts from the lowest groove, as the manufacturer does, or from the back of the key.
5. Our one-piece or "unit" vise holds the key in place without slipping.
6. You can gage the key from the upper shoulder.
7. The rotary shaft bearing is exceptionally long, which insures accuracy and long, hard service.
8. The cutting operation takes less than a minute.
9. It will often make an accurate duplicate out of an inaccurate blank. That is why it is called the **Rectifying Key Cutter.**
10. It can be operated by hand or power.



P. S.—Protect your customer with the Segalock. It is absolutely jimmy-proof.

SEGAL LOCK AND HARDWARE CO.
155-161 Leonard St., New York, N. Y.



The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

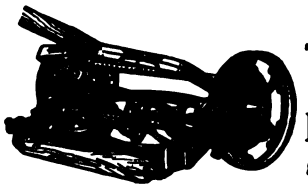
Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

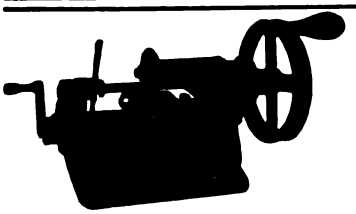
CHAS. MORRILL
104 Lafayette St., - - New York, N. Y.

Did you get your outfit

of the 1921 "PENNSYLVANIA" *Quality* **Lawn Mowers** sales helps? Send for them.



PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA



With the——
Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

SAND'S PLUMBS AND LEVELS

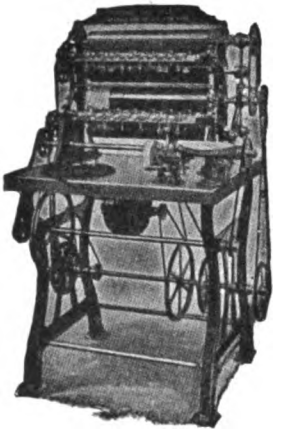


Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.
YOUR JOBBER CARRIES THEM
J. SAND & SONS - Detroit, Michigan

OVER 1000 MEN

Have Found the Hatfield to be a Winner Every Month in the Year

They have been shipped to every part of the world during the last ten years.



The Hatfield Sharpening Machine

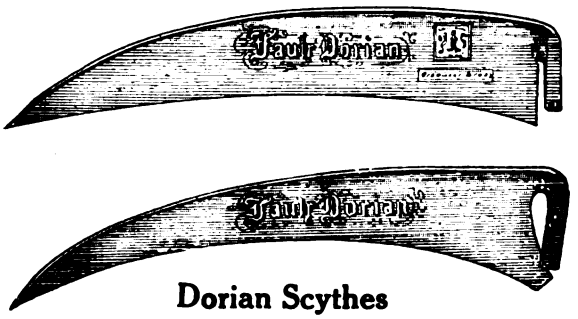
makes good because you can do good work with it. Sharpens every kind of Razor Blade—Safety—Jack Knives — Scissors — Shears—Barber's Clips—Horse Clipper's Clips, etc. Hones 'em quick and strops 'em good. Helps you to make a permanent, profitable business. We have one, two, four, six, twelve, eighteen and twenty-four blade machines. The most profitable invention of the age. Write for catalog.

HYFIELD MFG. CO.
292 Church St. - - New York, N. Y.

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Save on Your Buying of Hand Implements

Your opportunity to buy European implements for vineyard, orchard, or garden direct from exclusive importer.



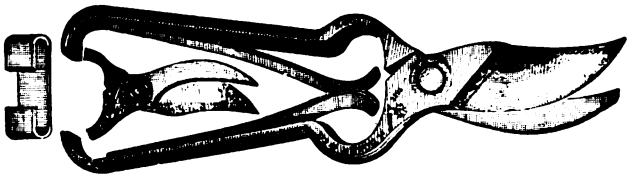
Dorian Scythes

Both Full Curve and Half Curve. Highest Grade Steel, tempered by secret process. Keeps the edge.



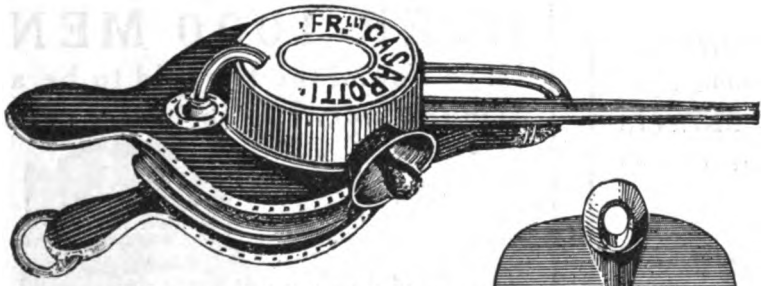
IDEAL Sulphur Machine

Most economical machine made. Has long stroke; makes work easy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double section, makes steady overflow. Capacity 1¾ gallons or 25 pounds sulphur.

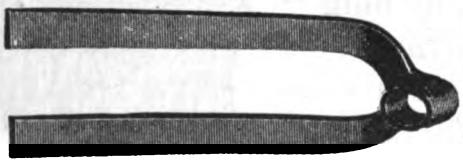


Genuine Rieser Pruning Shears

Sizes 8, 8½, 9 inches.

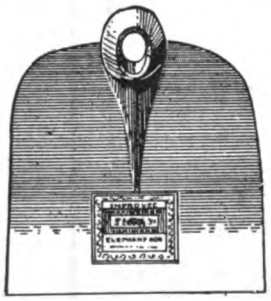


Imported Vineyard Sulphur Bellow



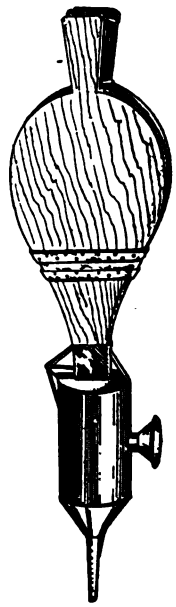
Flat Prong Burka Hoes

Length 12 to 20 inches. Thickness of prongs, ¼ to 2 inches.



Weight 3½ lbs. Size 9½x9

Weight 4 lbs. Size 10½x10



BELLOWS

Small size used for insect powder. Capacity, 1 quart.

GRANUCCI HARDWARE CO.

Importing Agents for North America

Send for Prices and Catalog H. W.

633-647 Front Street **San Francisco, California**

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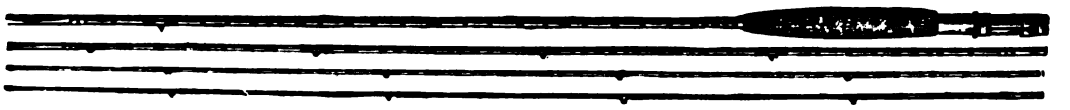
FISHING TACKLE

Where your assortment is not complete, prepare for the Fishing Season by laying in a stock of the

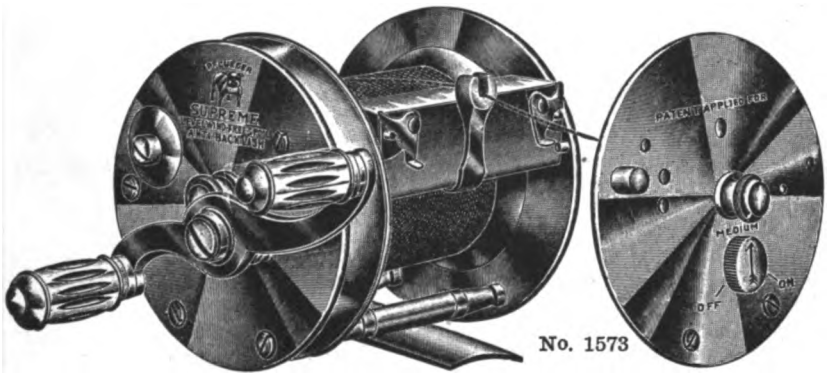
CELEBRATED TYEE BRAND

"It's the Hook That Gets the Fishes in the Brook"

TYEE TROUT ROD



Tyee-Trout Fly. Made from select Calcutta bamboo, three-piece and extra tip, full gun metal mountings, solid metal reel seat, snake guides and angle casting tip, 9½-inch special solid cork grip, closely wound with black and scarlet silk. Length 9, 9½ and 10 ft. Weight 5½ to 8 ozs.
On velvet covered form in cloth bag.



No. 1573

SUPREME CASTING REEL

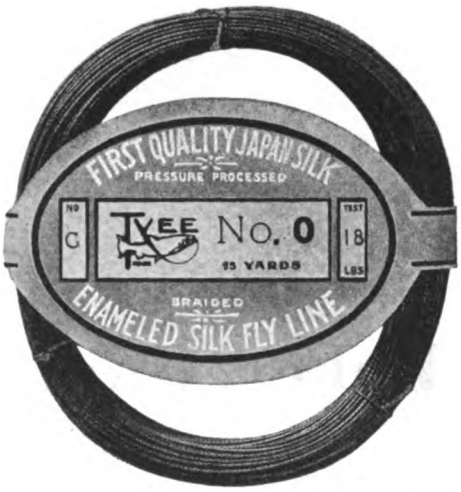
Made of finest quality nickel silver, a perfect free spool, level winding, anti-back lash casting reel, quadruple. Adjustable front sliding drag, steel pivots, double handle crank with pyralin amber fluted handles. The automatic level winding device is incased, making it sand and water proof and only works when reeling in the line.

One in a chamois leather bag, packed in a chamois lined hinge cover sole leather case, with screwdriver.

TYEE LINE

A specially made line of the strongest and highest grade silk that it is possible to obtain. Absolutely proof against all alkalies. In the following colors: A soft, glossy finished, rich, dark olive green; dark green and black mottled, black and white, salt and pepper and mottled green and white.

Twenty-five yards on a card, four connected.



For a Complete Line of Tackle, See Our General Catalog No. 66, Pages 1918 to 2026

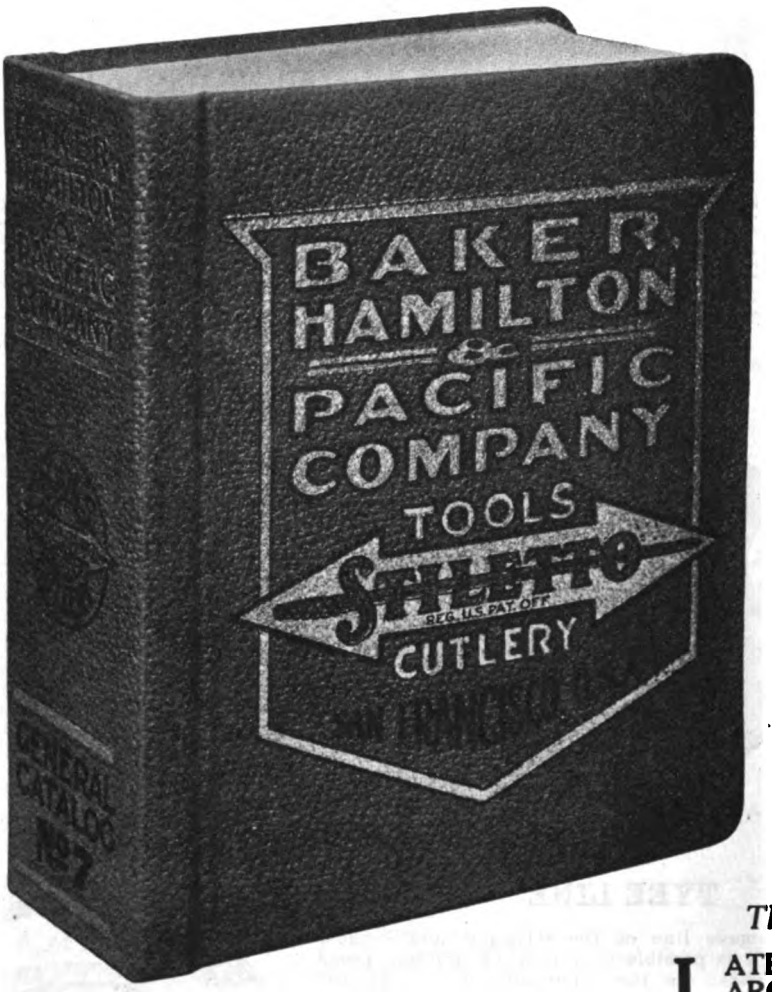
Dunham, Carrigan and Hayden Co.

SAN FRANCISCO, CALIFORNIA, U. S. A.

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Here It Is...

Your Hardware Encyclopedia



The
LATEST
LARGEST
LIGHTEST
COMPLETE
COAST
CATALOG

See Our Salesman for Yours

Baker, Hamilton & Pacific Co.
SAN FRANCISCO, CAL.

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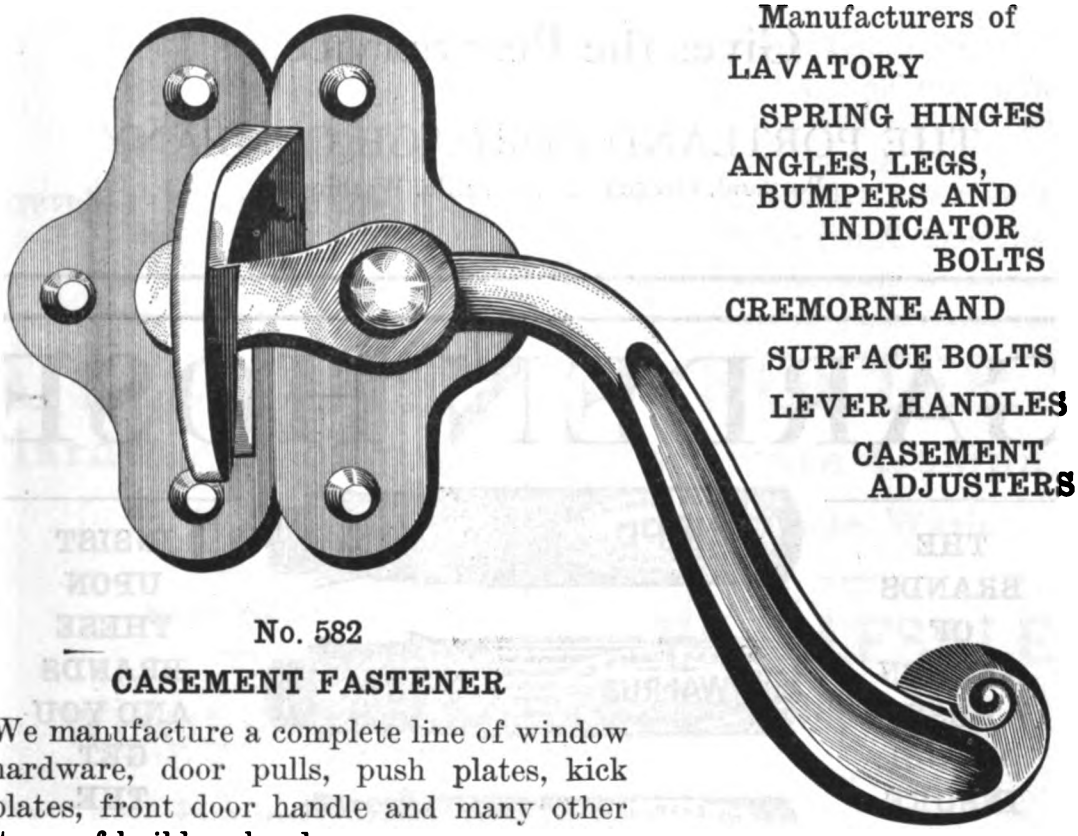
Builders' Western Hardware

IS MADE ON THE PACIFIC COAST

Where Hardware is Made, Sold and Installed Every Working Day of the Year

Western jobbers and dealers are buying each year more and more from manufacturers that are able and do supply their wants promptly.

Our new catalog will be ready July 1st. Write now and you will receive one of the first issue.



No. 582

CASEMENT FASTENER

We manufacture a complete line of window hardware, door pulls, push plates, kick plates, front door handle and many other items of builders hardware.

Manufacturers of

LAVATORY

SPRING HINGES

ANGLES, LEGS, BUMPERS AND INDICATOR BOLTS

CREMORNE AND SURFACE BOLTS

LEVER HANDLES

CASEMENT ADJUSTERS

Western

Indicates
Goods Right
Prices Right
Shipments Right

Western Brass Mfg. Co.

217-219 Tehama Street

SAN FRANCISCO - - CALIFORNIA

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Hay Stacking Rope

P

Trade Mark

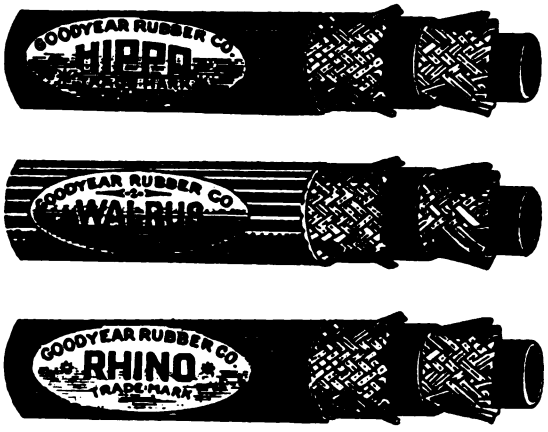
Clover Leaf, Pure Manila, the Hay Stacking Rope with the Red Thread Gives the Best Service

THE PORTLAND CORDAGE COMPANY

Portland, Oregon ... Seattle, Washington

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street
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Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records



Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Fourth at Alder **Park and Glisan**

Great American
Ball Bearing Lawn Mowers
Garden Tools
Reach
Base Ball Supplies
and Uniforms
Fine Fishing Rods
and Tackle
Outing Clothing and Shoes
for Men and Women
Camp Equipment
Hardy's Running Board Box
Camp Cook and Dining Table
High Grade Tools
for the Carpenter and Machinist
Tools for the Automobile

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Peninsular Line Furnaces, Ranges and Heaters
Schuttler Wagons
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Service—Equal to the best

Merchandise—of dependable quality

These two outstanding features are responsible for our exceptional development.

We solicit your patronage.

"Everything in Hardware"

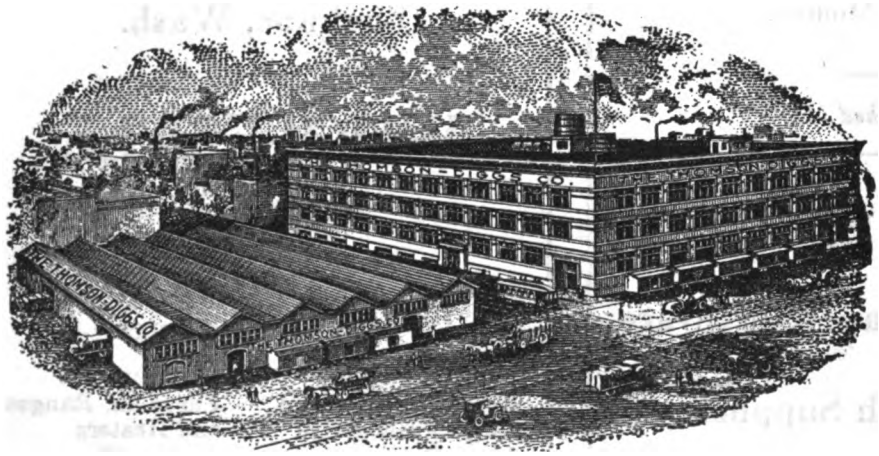
Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

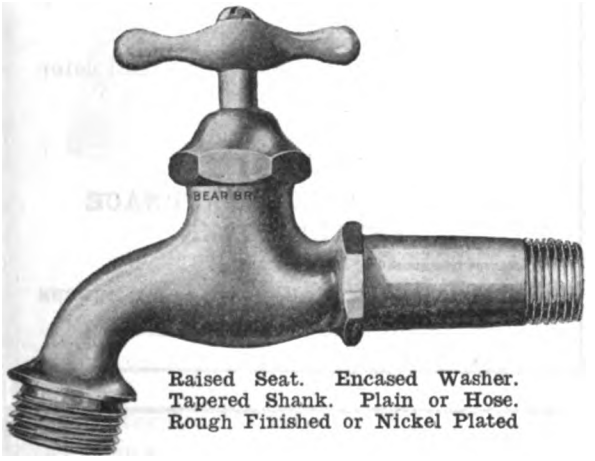
The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

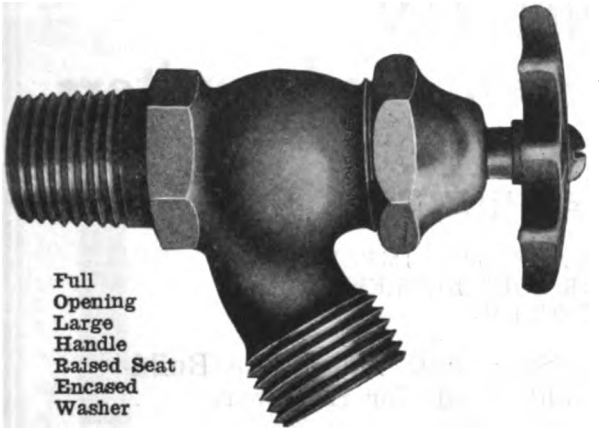
THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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BRASS GOODS
OF
QUALITY
Made on the Pacific Coast
For the Plumbing and Hardware Trade



Raised Seat. Encased Washer.
Tapered Shank. Plain or Hose.
Rough Finished or Nickel Plated



Full
Opening
Large
Handle
Raised Seat
Encased
Washer

Standard Brass Casting Co.

Main Office and Factory
Oakland, Calif.

Sales Office
823 Monadnock Bldg., San Francisco

M. W. WUESTHOFF
Sales Mgr.

TRADE MADEWELL MARK

Camp Cooker



Camp Cooker
Set Up

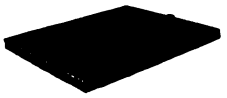


Camp Cooker Closed

Your stock of camp necessities is not complete without the Madewell Camp Cooker. Consists of a heavy wire grill with three side sections of sheet metal to give control of fire and keep dirt out of the food. Folds up into a flat, compact, easily carried package, which can be put under the cushion of either seat. Blackened surfaces fold inside.

"MADEWELL"
Collapsible Camp Stove

A complete range, just as you see it. Has roomy oven, four lids, damper, and collapsible pipe. Note the small space occupied when it's folded up. Easily and quickly set up and perfectly rigid when ready for cooking. A ready seller to auto campers.

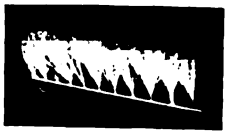


Closed



"MADEWELL"
Rainbow Lawn Sprinkler

Throws a fine uniform spray over rectangular space.



Strongly built. Needed wherever there is a lawn or garden. A ready seller.

All above products for sale thru jobbers. Write to us for folders.

Madewell Pipe & Culvert Works

East 12th Street and 25th Avenue
Oakland, California

MADEWELL

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YAKIMA
Hardware Company

YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received



Prompt Courteous Service

A Word About

Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

SPOKANE STOVE & FURNACE REPAIR WORKS

Incorporated

MAX RUBENS M. M. RUBENS J. I. RUBENS

SPOKANE, WASHINGTON

WASHINGTON
Hardware and Implement Underwriters

OF

SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1920

50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

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A WESTERN PRODUCT

JUNE FREEMAN MANUFACTURING CO.

THE ONE-BETER PATENTED UTILITIES

MANUFACTURERS OF

Chain Mop Handles

AND

Janitorial Utilities

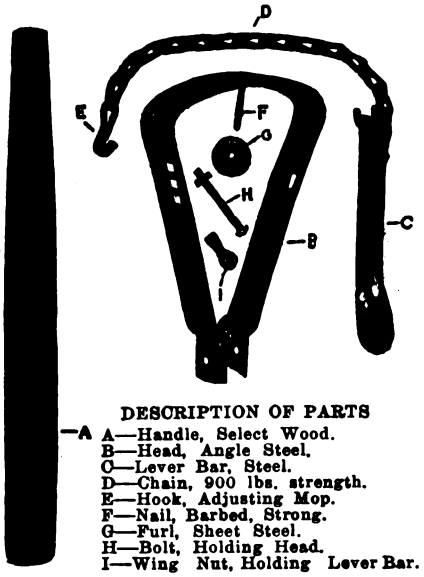
"The One-Beter"



Three Styles:
"Professional" Janitor
Four Lengths: 4½, 5, 5½, 6 ft.
"Regular" Janitor.
Length 57 inch only
"Household"
Length 51 inch only



Patented July, 1915



DESCRIPTION OF PARTS

A—Handle, Select Wood.
B—Head, Angle Steel.
C—Lever Bar, Steel.
D—Chain, 900 lbs. strength.
E—Hook, Adjusting Mop.
F—Nail, Barbed, Strong.
G—Furl, Sheet Steel.
H—Bolt, Holding Head.
I—Wing Nut, Holding Lever Bar.

All Metal Parts Electrogalvanized—The Standard, Durable, Rust-proof Finish
In reply please mention HARDWARE WORLD

Guaranteed to out-last three of any other type.

Superior to any other on the market.

Mop easily placed.

No wires to rust.

No screws to strip or bind.

No clamps to get out of repair.

All metal parts Malleable Steel.

Sample Handle sent on request to Jobbers or Dealers.

Write for trade prices.

If your Jobber cannot supply you, let us know.

June Freeman Manufacturing Co.

Manufacturers and Sole Owners of Patent Rights

San Francisco, California

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BEAR BRAND COLD PACK CANNER



For
Glass Jars
or
Tin Cans



Patented

Holds
10 Qt. Jars
or
15 Pt. Jars



A new and improved method of cold pack canning for the home. Approved by U. S. Government. Lower prices on sugar and fruit and vegetables plentiful means a good demand for an up to date canner. Place your order through your jobber early to insure stock. Weight, complete, 9 pounds.

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Dan M. Bell, 222 Slaughter Building, Dallas, Texas

MANUFACTURED BY

Woolwine Metal Products Co.

Eighth Street and Santa Fe Ave.
Los Angeles, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.

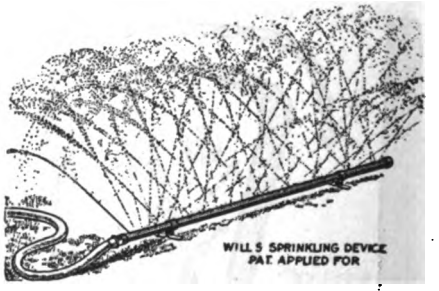
WHOLESALE

HARDWARE

Pipe and Fittings
Canton Steel
Ammunition
Sporting Goods
Blacksmith Supplies
Sargent & Co.
Builders' Hardware
Mill and Mining
Supplies

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1920.

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

2110 FLORENCE AVE. LOS ANGELES

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Pioneer SLATE SURFACED Shingles

The uniformity and attractive appearance of these shingles add a pleasing artistic effect unequalled by any other roof covering

for "The Modern Roof"

PIONEER SLATE SURFACED SHINGLES are not expensive and it is the low first cost (and no up-keep) which makes the strongest appeal to the builder and home owner.

They are easy to lay—no sorting or matching being necessary.

PIONEER SLATE SURFACED SHINGLES are designed for use on all kinds of buildings—the costliest mansion or the modest bungalow.

PIONEER SLATE SURFACED SHINGLES are made of the very best raw materials—Felt Asphalt and Surfacing, and have the dependable guarantee of the PIONEER LABEL.

They are covered with genuine STA-SO non-fading slate—not the ordinary mineral surfacing.

Made in two colors: **Red** and **Green.**

—Require no painting
—Eliminate maintenance cost
—Are reasonable in price
—Carry a low insurance rate
—Do away with heavy roof construction
—Endorsed by National Board Fire Underwriters.

Write for complete information, prices, samples, specifications, etc., for your particular work

PIONEER PAPER CO., *Manufacturers,* **247-251 S. Los Angeles St., Los Angeles, Cal.**



Yours for
A CLEANER CITY
BETTER HEALTH
BIGGER PROFITS

Heed the Call

Of the Multitude

For an efficient means of exterminating the deadly fly. Then link up

AVIS
Sanitary Fly Traps

with the demand, and you'll score a master stroke. Dealer advertising helps furnished on request free of charge—slides, electros, folders.

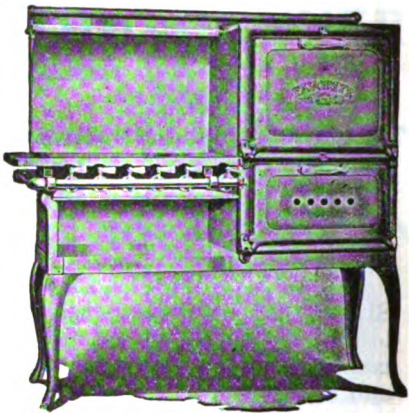
Avis Hardware Co.
POMONA, CALIF.

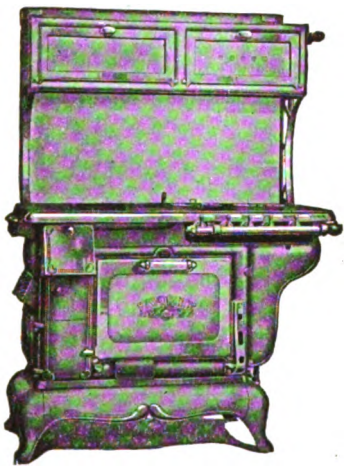
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Favorite Stoves and Ranges

BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

EXCLUSIVE AGENTS

MANGRUM & OTTER, Inc.

827-831 Mission St., San Francisco

Dick's Famous Feed Cutters

Hand and Power

On the Market 47 Years **Many First Models in Daily Use**

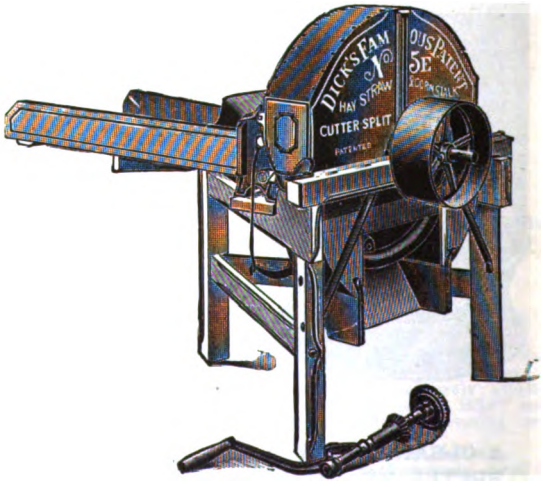
Dick's "Famous" and "Blizzard" Ensilage Cutters are light running, durable and strong.

Will cut any kind of material from fine blue grass to the coarsest dry or green forage. Cuts any length from ⅛-inch to 1¾-inch.

Knives are easily and accurately adjusted, easy to sharpen and made of the best steel obtainable.

If you have feed to cut or a silo to fill no matter how high or low, a Dick's Cutter will do it for you with the least power.

We solicit dealers from open territory as agents. Write for catalogue and prices.



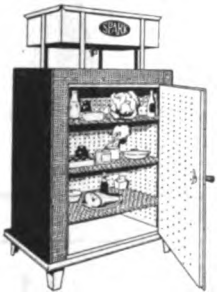
PACIFIC PUMP & SUPPLY CO., 851-853 Folsom Street, San Francisco

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Summer Profits

A Selling Combination that Brings Dealers Quick Returns

SPARK Iceless Cooler



No ice needed. It generates its own air-cooled temperature. Women are quickly attracted to its economical, sanitary, safety, workless features. They see in its service more hours of leisure and a steady saving.

Every home is a prospect for SPARK Iceless Cooler

Write for Prices and Description

Triple Service SPARK Range

Burns Coal, Wood or Gas, separately or together

Has three independent ovens—operatable single or together—at different temperatures.

This compact, ultra-serviceable Spark Range is only 38 inches wide, 26 inches deep—made of rust resisting steel. Nickel, glass and enamel trimmings. Oven thermometer has two overhead gas ovens. One will hold 18-lb. turkey, the other (closed) broils or boils. No fumes in the house.

A Winner—*Guaranteed for Five Years*



If your locality is not represented, write for the Exclusive Agency for this SPARK Range—the Stove of the Future.

Hammer-Bray Co.

OAKLAND CALIFORNIA, U.S.A.

Portland
F. L. Green Co.
Portland Furniture Exch. Bldg.

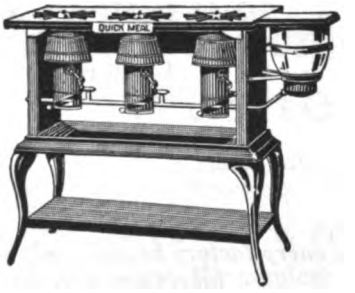
Seattle
F. L. Green Co.
62 Pike Street

Los Angeles
D. D. Adams
332 South Spring



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
COAL RANGES

We also carry a large line of
GAS RANGES

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1880 **FORTY-ONE YEARS** 1921

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

CUTLERY

ADOLPH BLAICH, Inc. - - 693 Mission Street, San Francisco, Cal.

Wholesale Only *Samples and Prices on Request*

H. Roth & Sons Company

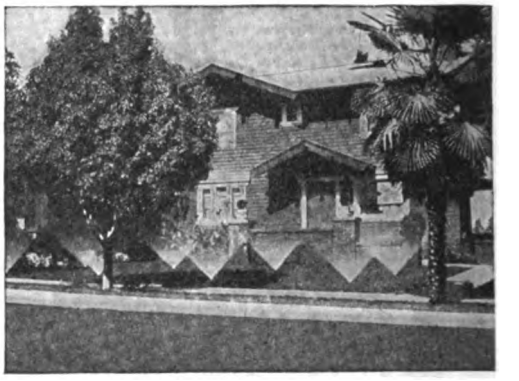
SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** **WHOLESALERS**

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished
1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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BIG GAME CARTRIDGES

In the heat treatment of metal, standards have been worked out by The Peters Cartridge Company, which give the proper strength and elasticity to the metals used in cartridge cases and bullet jackets.

Loading machines and loading methods originated and used by The Peters Cartridge Company, guarantee uniformity otherwise unobtainable.

The Ballistic requirements of Peters ammunition are so strict, that no ammunition is permitted to leave the Works without almost unbelievable accuracy—penetration and uniformity.

PETERS 22 Ammunition has been the standard of the World for years, as well as the pistol, revolver and rifle sizes.

The World's Records won and held with PETERS ammunition and as yet unequaled are sure proof that PETERS ammunition is built to "World's Record" specifications.

THE PETERS CARTRIDGE COMPANY, Cincinnati, Ohio
BRANCHES: NEW YORK—SAN FRANCISCO
MARSHALL-WELLS CO., Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago
SLOSS & BRITTAIN, Inc., San Francisco

P TRADE MARK

JOE WELSH'S

CELEBRATED

Telerana - Nova LEADER

A Leader that is well named a LEADER. A LEADER of Leaders



A Leader that has LED the largest trout and salmon to their death this past season. Do you know the largest trout was landed in Colorado, 10¼ lbs., by M. Pawls of Meeker on a No. 2 Joe Welsh leader? The largest salmon, 41 lbs., landed by Judge Osborne on a No. 2 Joe Welsh Leader. The largest trout in So. Calif., 32½, 13 lbs. 3 oz., was landed on a No. 3 Joe Welsh Leader by Joe Welsh himself. O. S. Taylor says in the American Field: "The only Leader I found to stand the fishing in the Soo were Joe Welsh Leaders." Dixie Carroll of national fame, says they are par excellence. So does a score of our best known writing anglers. Think of the knotless, invisible, strong leader in all lengths up to 9 ft. in 6 sizes with breaking strains from 2½ to 30 lbs. All quality. Make the weakest part of your tackle the strongest.

SPECIAL OFFER: I will send you a 3-ft. Leader for 25c, 6-ft. Leader for 50c, 9-ft. Leader for 75c as samples only. Also a sample card showing all sizes.

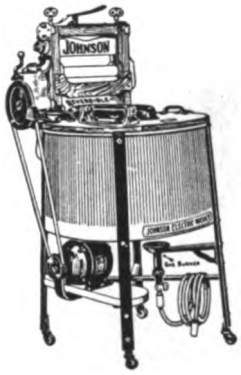
OK SEAL OF QUALITY

JOE WELSH - Pasadena, Cal.

Distributors for U. S. and Canada

Dealers can make good profits by handling this popular leader.

Johnson Electric Washer



A Household Necessity

The Lowest in Price

Most Economical in Operation and Maintenance

Requires Less Service Work

Lasts Longer

Equipped with special gas burner — Enclosed type motor. Solid copper tub, will not warp, leak, rust or burn out. Thousands in use on the Coast.

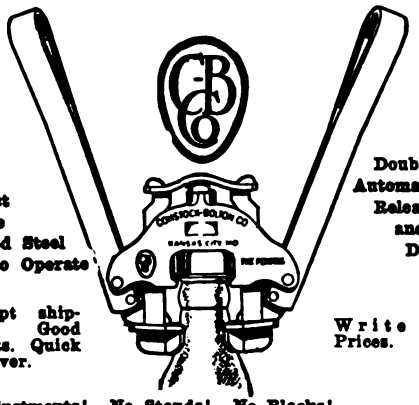
Liberal Dealer's Proposition
Write for Particulars

JOHNSON ELECTRIC WASHER CO.
Dept. E—4000 Adeline Street
Oakland, California

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C-B-CO Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
Easy to Operate

Double Levers
Automatic Plunger
Releases Bottle
and Perfects
Double Seal

Prompt shipment. Good profits. Quick turnover.

Write for Prices.

No Adjustments! No Stands! No Blocks!
No Grasping Bottle with the Hand!
No Set Screws! No Keys! No Springs!
Just cap the bottles as they stand!

"CAPS THEM ALL"



COMSTOCK-BOLTON COMPANY
Manufacturers Household Specialties
1925 E. 15th St. - - Kansas City, Mo.

HERCULES COLD SODER

THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

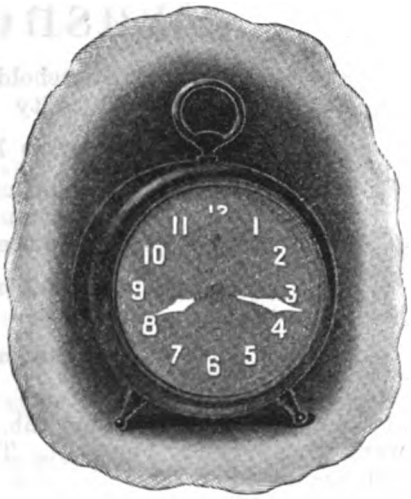
HERCULES PRODUCTS CO.

Dept A COUNCIL BLUFFS, IA.

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.
Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

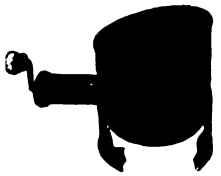
2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MOHAWK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



Sectional View Showing Construction

GENUINE

HUNTER'S SIFTER

Standard of the World
Since 1880

Order from your jobber.

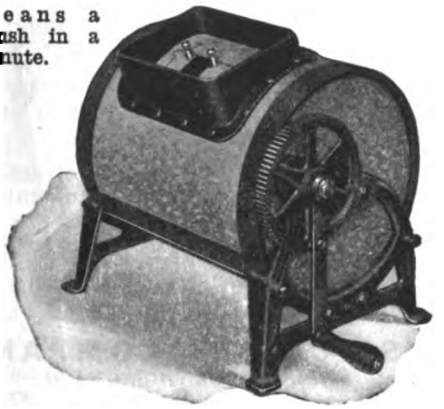
Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

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The Lightning Paint Brush Cleaner

Cleans a Brush in a Minute.



THE LIGHTNING PAINT BRUSH CLEANER is the only paint brush cleaning machine ever placed on the market. It cleans so quickly and thoroughly that brushes can be taken from the strongest colors and almost immediately used in snowy white without carrying the faintest trace of color.

It saves 95% of brush cleaning time—It prevents the formation of a heel and thereby lengthens the life of the brush 30%—It saves 100% of brush soaking fluid —It reduces the brush investment from 25% to 50%— It is the only method of thoroughly cleaning lousy varnish brushes.

This means a tremendous annual saving to manufacturers and contracting painters, an amount equalling many times the cost of the machine.

We need dealers and agents throughout the United States and Canada. It's an interesting proposition.

Write STEWART-SKINNER CO. Worcester, Mass.
Sole Manufacturers



AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1921



Painting for Protection

Paint is applied to a structure primarily to protect that structure from deterioration.

The paint selected should then be one which is able to withstand such deteriorating agents as heat, cold, dampness, etc., for the longest period of time.

DIXON'S Silica-Graphite Paint

because of its pigment, flake silica-graphite, and vehicle, best linseed oil, is able to give efficient service for a period of years.

Because of this pigment, flake silica-graphite, Dixon's Paint will not crack, peel or scale off. Acids, alkalies, gases or dampness do not affect it.

Dixon's Silica-Graphite Paint is recommended for the protection of any wood or steel structure where economy and protection are desired.

Write for records of long service and Booklet No. 230-B

JOSEPH DIXON CRUCIBLE COMPANY

Jersey City, New Jersey

Established 1827

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Design Patented

Sells to Dealer for $160.00
Retail Price, $375.00

The COOK PHONOGRAPH

reproduces the human voice, violin and all other instruments so distinctly that the very personality of the artist is revealed.

The tone and appearance of this instrument endears it to the purchaser, so that it becomes a necessity to the household.

Each phonograph is built by the master artisan and creators of this instrument in our factory.

Correct design, high quality construction, durability, appearance and finish are features of the COOK Phonograph.

ERNEST C. COOK COMPANY

Manufacturers of the COOK PHONOGRAPH
"The Instrument of Quality"
Main Office, 116 S. Michigan Ave., Chicago

SWISSALU
ALUMINUM



THE GEO. H. BOWMAN CO., Cleveland, Ohio

TWO HOME NEEDS



The Chastern Patented Gas Lighter, with scissor action, works automatically prevents user from scorching hands. A good live spark from every stroke.

The Chastern Sanitary Tea Pot Strainer and Lid Protector —an invisible tea strainer that effectively protects breaking of tea pot cover.



A Broken Lid Means A New Pot

Write for full information.

CHASTERN

211 Centre St.
New York City

Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

"CRITCHLEY-SIX"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

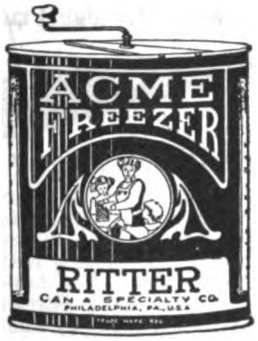
CHADWICK & TREFETHEN
Portsmouth, N. H.

Represented by Caldwell Sales Co., San Francisco, Calif.

HONES

AMERICAN HONE CO.
OLEAN, N.Y.
LARGEST LINE OF RAZOR HONES IN THE WORLD

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Sell a Customer TWO "ACME" Ice Cream Freezers

One for Vanilla and one for Strawberry, or one for City Home and one for the Country Place.

Easy to Operate and Highly Sanitary.

Finest Velvety Ice Cream and Ices can be made in 5 minutes. Very little Ice is required.

Made in two popular selling sizes:

2 quart size sells at $1.50
4 quart size sells at $2.50

MADE BY

RITTER CAN & SPECIALTY CO.
PHILADELPHIA, PA.

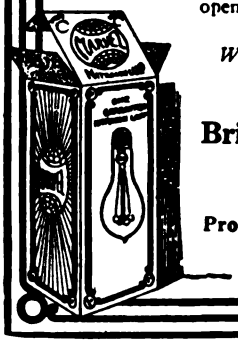
Factory Selling Agents: BEH & CO.
106 Franklin Street, New York City

Quality is the first Consideration in building Marvel Nitrogen Lamps

(ALL SIZES)

YOU are assured of a perfect, efficient, flawless lamp, and of IMMEDIATE DELIVERIES. Marvel Lamps are sold by direct representatives, and there are still a few highly valuable territories open

Write or wire us for details



Brite-Lite Lamp Mfg. Company
214 Oxford Street
Providence R. I.

TRINER "LIBERTY" PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

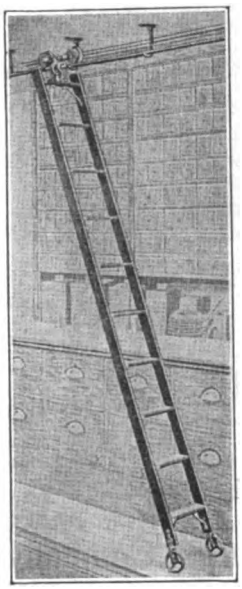
Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO.
West Twenty-First Street Chicago, Illinois
W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore. Seattle, Wash.

Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.
2415 No. Tenth St. - - - St. Louis, Mo.

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AT $5.00 RETAIL

The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.
Broadway & Washington
ST. LOUIS, - - MISSOURI
Pacific Coast Representatives
McDONALD & LINFORTH
Call Bldg., San Francisco



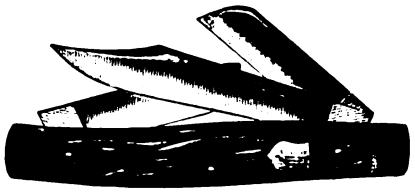
At a Popular Price

The Benjamin

A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

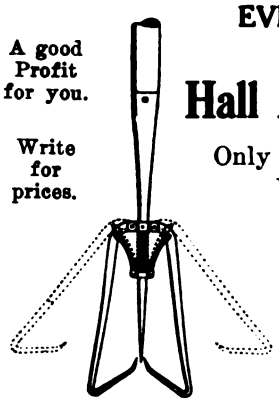
SCHATT & MORGAN CUTLERY COMPANY
TITUSVILLE, PA.
Manufacturers of **S & M Brand Pocket Knives**



Highest Quality Made
Western Sales Representative
W. H. WILBURN
602 Williams Building, San Francisco

A good Profit for you.

Write for prices.



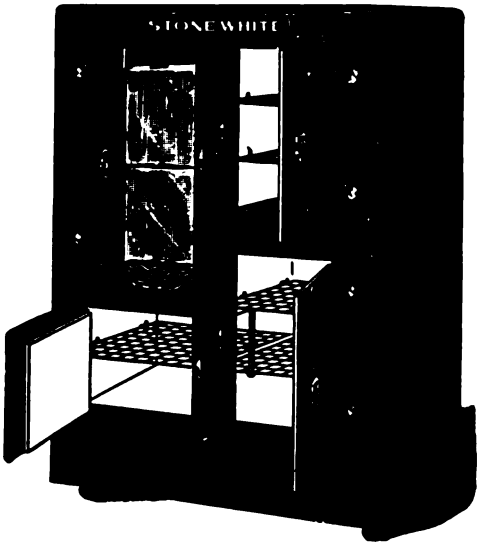
EVERY FISHERMAN NEEDS

Hall Automatic Gaff

Only Practical Gaff Made.
Weight, 20 oz.;
Length 17 in.

Hall Automatic Fish Spear and Gaff Co.
601-3 Boston Block
MINNEAPOLIS, MINN.

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:
San Francisco.....Dunham, Carrigan & Hayden Co. Portland .....Honeyman Hardware Co.
Sacramento .....Miller-Enwright Co. Seattle .....Schwabacher Hardware Co.

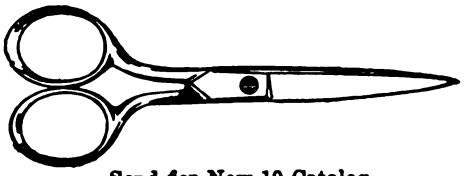
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"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Mexico, D. F. Mexico

SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing — of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly

Never Leaks

Instantly Applied

Seals Positively



SELLS RETAIL FOR 5c EACH COMPLETE



Attractive discounts to the trade.

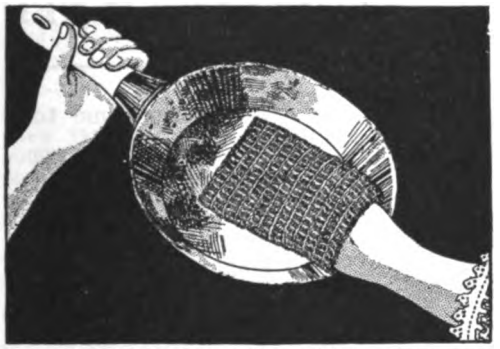
ORDER SAMPLE GROSS TODAY

MANUFACTURED BY
PORTER PRODUCTS CORPORATION
615 Keith Bldg. - - - Syracuse, N. Y.

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 739 Call Bldg., San Francisco



A BIG SUMMER SELLER THAT PAYS GOOD PROFIT

THE Royal Self Heating Iron

Does better ironing in less time and with less effort, and allows the housewife to iron in the coolest room in the house, on the porch or out under the trees.

Over 1,000,000 ROYALS sold to date. Hundreds of hardware men testify to its merits. Every iron fully guaranteed.

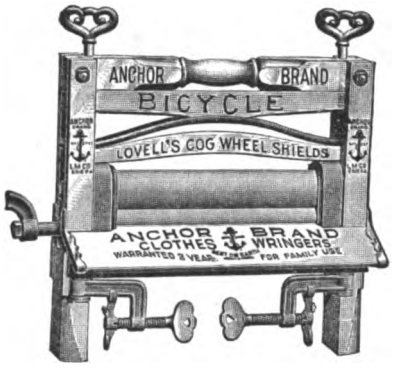
Attractive Selling Helps free to dealers.
Write for prices and details today.

ROYAL SELF-HEATING IRON CO. - Big Prairie, Ohio

Western Representatives, SPRAKE SALES CO., Inc.
Los Angeles, 216 Higgins Bldg. San Francisco, 525 Market St. Denver, 504 Charles Bldg.
Portland, 633 Railway Exchange Bldg.

George T. Howard Company
Wholesale Distributors for Texas
San Antonio, Texas

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Arms and the Man— Machines and the Woman

ANCHOR BRAND TRADE MARK

The two big things to watch in the world today are: **Making the Home a Paying Industry** and **Making Industry a Friendly Home.**

If you look back, you will remember that the first "machine" to enter American homes was the Clothes Wringer and the most Clothes Wringers have been Anchor Brand. Anchor Brand sells first. It will also stay the **longest.**

ANCHOR BRAND CLOTHES WRINGERS

LOVELL MANUFACTURING CO., - - Erie, Pa.

Largest Manufacturers of Clothes Wringers in the World



MADE IN U.S.A.

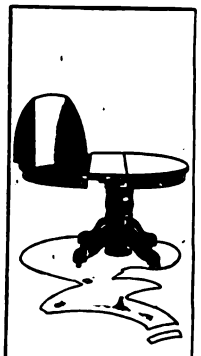
Asbestos Table Mats and Protectors

Jobbers of house and kitchen furnishings will find this an attractive line.

Our new DOILY-COVERED TABLE MATS are in demand and will produce large business.

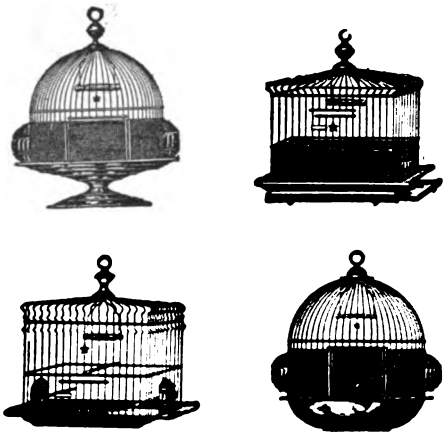
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THAYER & BOWER
845 Monadnock Bldg., San Francisco, Cal.
320 Story Bldg., Los Angeles, Cal.

TURNER ASBESTOS COMPANY
EXETER, N. H.



O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***

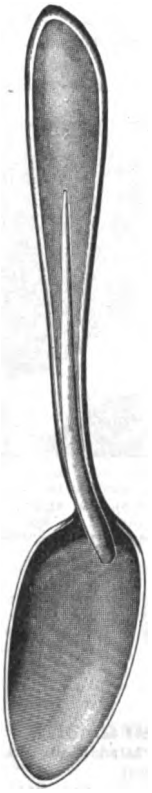


Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia



Camp Spoons

ATLAS TINNED

Now is the time to place orders for these spoons so as to have them in stock for Campers.

Write for catalogue and prices.

Atlas Mfg. Co.
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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They're Coming Fast

Orders and Inquiries

from all points are pouring in daily in response to our National advertising in more than a dozen leading mediums.

Inquiries coming from territory wherein we have dealers are referred back to these dealers.

It is Time NOW for you to begin your harvest of the touring and camping season; time to order—

The "Red Seal"

Auto Bed and Tent

"FOUR BEDS IN ONE"

For Tourist, Camper Sportsmen and Home

New 1921 model weighs but 47 pounds, and will support a family. Can be erected within our "Red Seal" tent, either with or independent of the car, or over the seats if desired.

Equipped with a mattress that **Cannot Sag**; tensile steel springs; light steel frame—rigid and strong; folds into small, neat bundle which is carried conveniently on running board.

Write today for descriptive literature and attractive price list

The Schaefer Tent & Awning Co.

1421 Larimer Street

DENVER, - COLO.

DEALERS! The point of interest to you is the comparatively low cost—the wide margin—the waiting market. All inquiries resulting from our national advertising will be immediately referred to you. Begin with the season; get the full reward—Order TODAY.





Sell Them Now!

Man's thoughts have turned to camping and the great outdoors. Now is the time to sell him "G. M." Folding Furniture. Display it prominently. The profit is worth while. Catalog on request.

Gold Medal Camp Furniture Co., Racine, Wis.

"GOLD MEDAL"

TRADE MARK REG. U.S. PAT. OFF.

FOLDING FURNITURE

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Yours for Mutual Profit

INCREASE your profits and build up friendship and good-will by handling the Aseptic Home Capping Machine. It is packed for your convenience in individual boxes, thus saving space, preventing loss of parts, and reducing your expense.

For our third year of bottle cappers we are prepared to double last year's out-put and sincerely hope that we will double our circle of business friends. "Yours for Mutual Profit" is the way we sign our letters and we mean it.

Write today for sample and prices.



Reinhold-Sharp & Company

615 Harrison St. Davenport, Iowa

Western Representative, JOHN F. KEGLEY, Lankershim, California

The Ontario Knife Company, Frankiinviiie, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

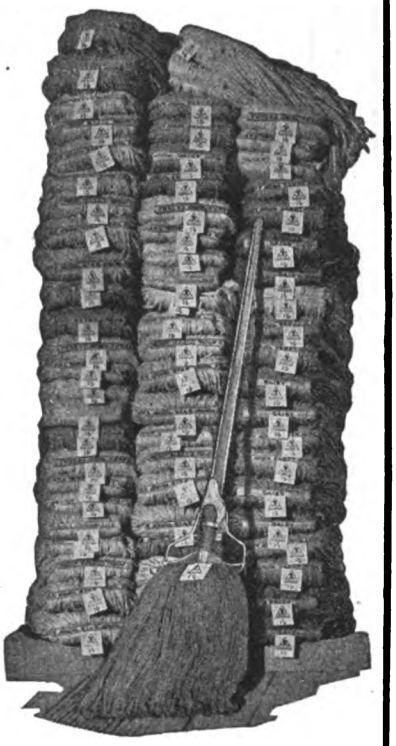
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MILLIONS OF MOPS

Every morning there are literally millions of mops put to work — in homes, stores, factories, offices, hotels and other big buildings. And a lot of those mops are working right in your town. Are you making the most of this trade, getting all the business you should?

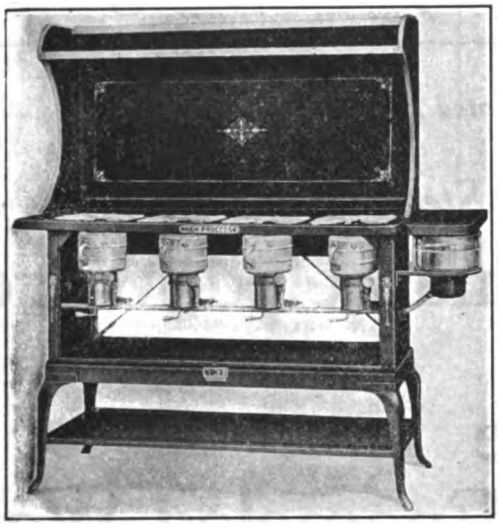
Dealers in all parts of the country are finding that Masco Mops build more trade and bring more profits than ordinary mops. They do this because they are made of special selected yarns, built to wear and built to clean.

Write us today for particulars.



Masco Mops

MASSASOIT MANUFACTURING COMPANY
FALL RIVER · MASS·



"New Process"
Brings Customers

The appearance and perfect working qualities of the NEW PROCESS OIL STOVE satisfies every user. They are made in various styles and sizes in Satin finish.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank. Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron. Furnished either with or without Back Shelf.

The NEW PROCESS OIL STOVES will bring you customers.

NEW PROCESS STOVE CO. *Division American Stove Company*

CHAS. H. SCHIECK, Sales Agent, 715 Indian a Street, Near 19th Street, SAN FRANCISCO

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The Hardware Store

NITROGEN WHITELITE LAMPS



From 40 to 1000 Watts



In 100 and 200 Watts Only

DUALITE

is the proper agency for incandescent electric lamps, and the proper lamp for you to handle is the WHITELITE. It sells and sells again. Your own customers become your salesmen. They recommend it.

Be sure and have the DUALITE (the lamp with the two filaments) on hand. You will be asked for it. It is the only lamp of its kind on the market and is made exclusively by

WHITELITE ELECTRIC CO. - 368 Broome Street, New York City

Licensed under the General Electric Co.'s patents

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate Turquoise Enameled Ware

New York Chicago Boston San Francisco

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LIGHTNING

Three Special Reasons

Why You Should Order Your FREEZERS Now



BLIZZARD

(1) We can ship more promptly now than when the big demand is on.

(2) Transportation is better now.

(3) Hot weather is sure to come. So will the rush for Freezers all along the line, from user to dealer—to jobber—to us.

But we cannot supply every demand promptly the last minute. Be wise in time, get your stock now while the getting is good. Be ready to supply your customers the moment they are in a humor to buy.

If you hesitate now you may lose later. We venture to guess that your stock is low, so there is every good business reason why you should prepare in time. Place your order with your jobber now—you cannot lose.



GEM



BLIZZARD

NORTH BROS. Mfg. Co.

PHILADELPHIA, PA.

CHATILLON CUTLERY



For Real Utility

Whenever a housewife has to cut a bone in a piece of roast or in a ham, etc., she is in a dreadful quandary if she hasn't the proper tool to do it with. Sell her a

CHATILLON

Kitchen Saw

—small, easy to handle and inexpensive in cost, and her problem is solved. There are many ways in which she can use this saw. She will be grateful to you for having shown it to her and in this way you can build up your trade.

Three sizes, 12, 14 and 16 inches in length. Ask your jobber to give you full information. Insist on Chatillon

85 to 99 Cliff St.
New York City, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.

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HYGRADE

A complete line of large style B (tungsten vacuum) and C (tungsten gas-filled) lamps.



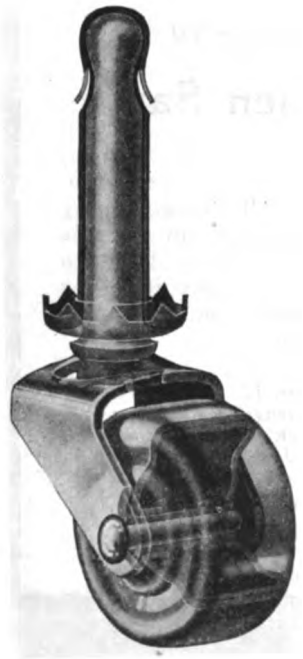
B Tungsten Vacuum	C Tungsten Gas-Filled
Regular B	Regular C
Mill Type B	WHITE C Tipless
Daylight Milltype	50 Watt Clear TIPLESS
Country Home Lighting	Daylight
Round Bulb	Country Home Lighting
Tubular	WHITE Country Home Lighting
Sign	Locomotive Headlight
Train Lighting	Train Lighting
Round Bulb Train Lighting	Street Lighting
Locomotive Cab Lighting	
Electric Street Railway	
Electric Street Railway Headlight	

All made in our own plant, under the active supervision of the owners of the company.

Licensed under the Tungsten Lamp Patents of the General Electric Co

OMER COX
Western Representative
Atlas Building
San Francisco, Calif.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS



...THE...

FAULTLESS CASTER



A scientific construction accurately produced--this is the fundamental principle that has established the supreme quality and unsurpassed service of FAULTLESS CASTERS.

BY INVITATION MEMBER OF



FAULTLESS CASTER COMPANY
EVANSVILLE, INDIANA
Manufacturers of All Kinds of Casters

Pacific Coast Representatives
CHAS. A. DOWD SALES COMPANY
320 Market Street, San Francisco

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HER GLASBAK SHELF

Glasbak Dishes Are Popular

THE demand for them is increasing rapidly — which results in increased sales and a quick turnover.

Women have quickly learned the value of a glass baking dish the transparency of which affords a clear view of food as it bakes. They appreciate that Glasbak dishes mean successful baking, because the heat is absorbed by them so evenly that an even baking temperature is assured throughout.

Not only that, but Glasbak dishes are attractive, and this saves extra dishwashing, for they can be served from right at the table. And they are very easily washed.

Glasbak dishes are quick sellers. Write for particulars.

McKEE GLASS COMPANY
Jeannette, Pa.



ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

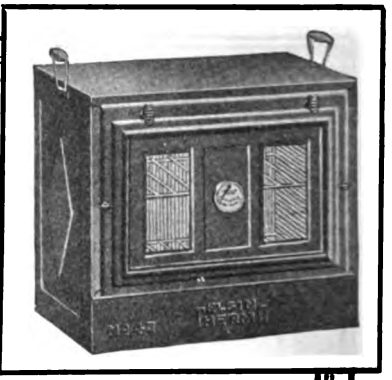
THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

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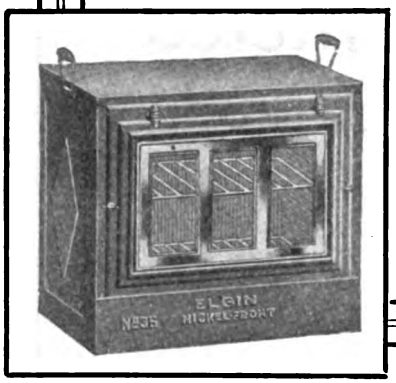
Summer Time—Elgin Time



No dealer ever found a better article to display and an easier article to sell than Elgin Ovens in summertime. You'll find this absolutely true. Housewives of the farm buy them to use on Oil Cook Stoves and thus save heating up the house; also avoid carrying fuel and mussing up the floor. City folks buy Elgins because they can enjoy home baked bread with half the gas.

"Quick Sales—Good Profits" Say *Elgin* Dealers

If you will let us ship you a moderate-sized stock of Elgins, and renew with a fresh supply occasionally, you'll economize on capital invested and on space. Hundreds of our dealers appreciate this rapid and regular service. We fill orders instantly. You'll find Elgin ovens will actually draw new business, and increase sales in all departments, for housewives are SOLD on Elgin economy and desirability. An elegant line including No. 36, the nickel front, and No. 40, or Thermo type.



Try an order. Write today for information on sales helps, posters, circulars, electros, etc. Order direct if your Jobber cannot supply you.

ELGIN STOVE & OVEN COMPANY
ELGIN, ILL.

Eastern Distributors: Beh & Co., 106 Franklin St., New York City, N. Y.
Warehouses: New York. Philadelphia, Boston, Pittsburgh, Rochester
Northwestern Representative: A. C. Black, 515 Lumber Exchange, Minneapolis, Minn.
Chicago Representative: M. S. Kopf, 180 N. Dearborn St.

ROCK-A-BYE
NURSERY ACCESSORIES



PERFECTION MANUFACTURING CO, ST.LOUIS, MISSOURI.
LEFFINGWELL AVE AND MONTGOMERY STREET.

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DUPLEX
FIRELESS STOVE

Durham Dealers Get Real Sales Helps

Add a line that has the profit-making turnover—Duplex Fireless Stoves.

National advertising in leading women's publications, combined with the word-of-mouth advertising of satisfied customers, produces a constant flow of customers.

In selling the Duplex, you use the most forceful sales argument today — economy. The Duplex Fireless Stove saves fuel bills, saves time, saves on grocery bills.



Here is a sales-bringing window recently prepared by a Duplex Fireless Stove Dealer. The Duplex Dealer's Help Department helps you to plan windows like this, as well as furnishes you with other practical sales helps of every description. Striking posters, attractive literature, convincing sales letters, and aid in planning newspaper ads are at your command.

Line up with merchandise that has a present-day sales appeal. Learn what other dealers in your business are doing with the Duplex. Write today. Every day that you put it off means lost profits.

DURHAM MFG. CO. - - - MUNCIE, INDIANA

They Meet the Test

Clark Jewel Oil Stoves will back up with satisfactory performance the high standard of service for which they are made.

They can be tested in every point and will be found exceptionally well made.

Test one out yourself—see how perfectly it works—how simple it is to operate. You will be pleased with its wonderful accomplishments.

They save time—They save oil.

Our 1921 catalog, number 112, will be mailed you promptly upon request.



George M. Clark & Company

Division American Stove Company

CHICAGO

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A Profitable Summer Line



WITT
CORRUGATED
Garbage Cans and Pails
In 8 Standard Sizes
The Oldest and Best Known Refuse Containers on the Market



The Yellow Label Means "QUALITY"

You see it every where, and wherever seen it is the favorite

Your Jobber Can Supply You

ORIGINATORS OF THE CORRUGATED CAN

THE WITT CORNICE CO., Cincinnati, Ohio



THERE is as steady a circulation of air through the side tubes of a Dietz Lantern when it is burning as there is through the lungs of the human body when breathing.

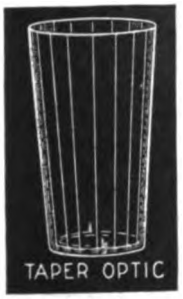
Kerosene is a gas oil. It vaporizes with heat and becomes a burnable mixture only when blended with oxygen from the air. The side tubes of a Dietz Lantern are the lungs which supply the necessary flow of air. This air enters at the top of the tubes and breathes into the flame at the burner.

The term "Cold Blast" as applied to a lantern means that fresh air only passes through the tubes. "Hot Blast" means that a portion of the burned air which rises off the flame is recirculated through the tubes, mixed with fresh air. Consequently, Dietz Cold Blast Lanterns give more light than Hot Blast Lanterns because they deliver a greater volume of oxygen to the flame.

R. E. DIETZ COMPANY
NEW YORK
Largest Makers of Lanterns in the World
Founded 1840
Your Jobber Stocks DIETZ Lanterns

DIETZ LANTERNS

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Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED
BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio



BEST CUTLERY CO.

Manufacturers of all kinds of

HIGH GRADE SOLID STEEL SCISSORS

Office and Works

25 Willoughby Street - - Newark, N. J.

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR



Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California

Kester Acid-Core Wire Solder



Easy to Use—To Stock—To Sell

Fluxing—the hard part of soldering—is eliminated as far as the workman is concerned by this self-fluxing solder. And because it's self-fluxing, it's **self-selling.** Try it yourself. Know how it does better work than former methods in half the time. Then you'll use it, stock it, and with thousands of other dealers, recommend it.

The acid flux forms the core of this wire solder. It's in small pockets, and is scientifically proportioned to the solder surrounding it, so that just enough flux feeds out to insure a perfect bond of the amount of solder melted off.

Send the coupon for a free sample. Test it. Then you'll use it and sell it.

Sold in one pound coils in cartons, and on one, five and ten pound spools.

CHICAGO SOLDER CO., 4229 Wrightwood Ave., Chicago, Ill.

LOUIS J. ZIESEL CO., 216 Market St., San Francisco, Cal.
THE FAUCETTE-HUSTON CO., Chattanooga, Tenn.
Direct Factory Representatives:

Send Coupon for Sample

CHICAGO SOLDER CO., H-W 6-21
4229 Wrightwood Ave., Chicago.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....

Company .....

City ..... State.....

Our Supply is.....

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THE 'AERO' GUARANTEED VACUUM BOTTLE

Heavy Aluminum Cap and Top

—

Pint size only

—

Packed 16 2/3 dozen to case

—

Order from your Jobber now



Beautifully Enameled
Rich Brown Color

Mechanically perfect
Always threads easily
Sturdy construction
Long wearing qualities

—

Steel Container

—

Heavy shock-absorbing Lining

LLOYD SALES AGENCY

MONADNOCK BLDG., SAN FRANCISCO

Pacific Coast Sales Agents

If your Jobber cannot supply you, write us

Within Reach of All
Better Profit
More Sales



Richards-Wilcox Grindstones And Good Business

Richards-Wilcox grindstones are a specialty leader, and build up good business in other Richards-Wilcox products.

They put an edge on tools that whets the appetite for equal satisfaction with other equipment that bears the R-W trade mark.

How is your line of grindstones?

Our stock of the Richards-Wilcox grindstones includes an assortment of wood frame, angle iron frame and tubular metal frame construction, in all standard sizes.

Write for Catalogue H. B. 3.



Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides"
AURORA ILLINOIS U.S.A.

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ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



No Burned Fingers

When Madame works with the

No. 8 Union Adjustable Cold Pack Canning Rack

The lugs upon the long handles grip the boiler edge. She may easily lift the hot cans out with a towel, tighten the covers and set away to cool. No scalded fingers; no broken jars.

Where several different kinds of foods are cooked together, each for a different length of time, one or more cans may be quickly removed without disturbing the others and new cans substituted in their place.

The No. 8 Union Cold Pack Canning Rack fits any No. 8 boiler. It cooks all sizes of jars at one time, the fine mesh bottom retaining the smallest bottle perfectly. Stands erect even when empty, folds compactly all-in-one-piece, and is rust-proof and durable. The cost is moderate. You do not have to sell an expensive container with the UNION.

Tested and Approved by Good Housekeeping Institute

Write for circular and full information. It will pay you

UNION STEEL PRODUCTS COMPANY
530 N. Berrien St.
Albion, Mich., U. S. A.



No. 8 UNION. Cooks all sizes at one time. (Patents Pending)



No. 8 UNION. Easily loaded and unloaded.



No. 8 UNION. Folds compactly, all in ONE piece.



No. 4 UNION. Fits any ordinary bottle. (Patents Pending)



No. 10 UNION SURE-GRIP
A necessity in every home. (Patents Pending)

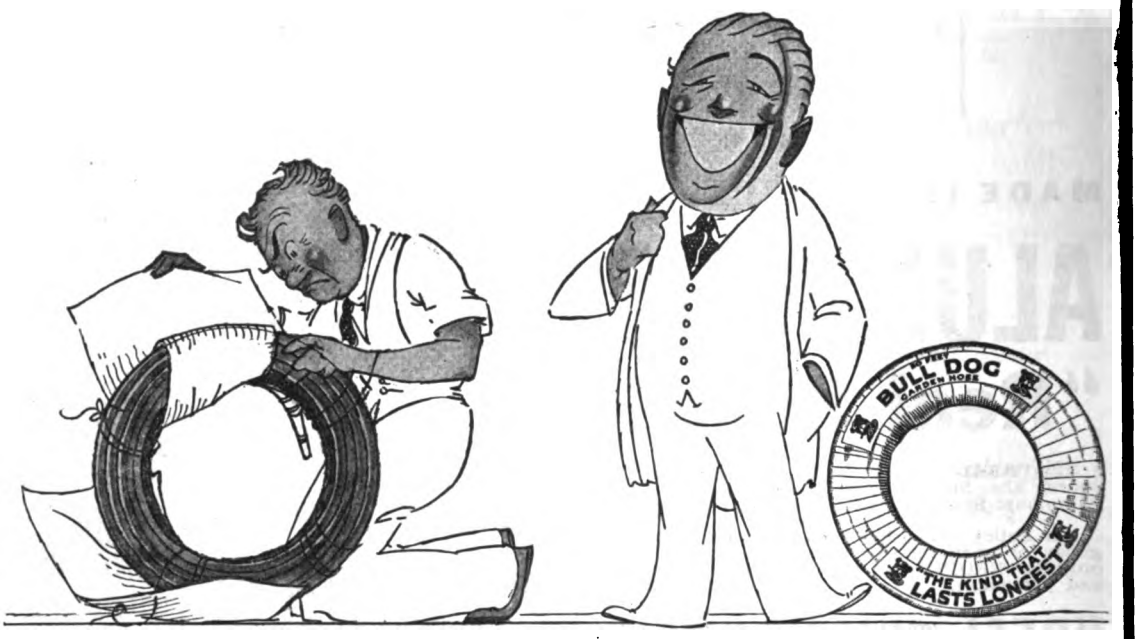
UNION
ONE PIECE
FOLDING
ADJUSTABLE
Cold Pack Canning Rack



Easy to Use

Easy to Sell

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The live hardware dealer says:

"Wrapping Up Garden Hose Is One Awful Job

"If you wrap it spirally it takes a lot of time to cut up the paper and lap it properly to make a neat parcel.

"If you try an all-over wrapping the paper splits over the hole in the middle.

"I used to look around to see if ladies were present before I told John to wrap up a hose. Wrapping is only one of the troubles I got rid of when I standardized on BULL DOG, GOOD LUCK and MILO."

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

The largest hose manufacturers in the world, Makers of the famous BULL DOG, GOOD LUCK and MILO brands of Garden Hose.

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Hardware World

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Volume XVI JUNE :: 1921 Number 6

Don't waste good thought and energy on such a thing as a rainy day. Welcome it, and go out and take your wetting. Get soaked clear through, if necessary, but keep a-moving. Remember that for every man who does not grumble, on a cloudy day, there are a hundred who do. That's why rainy days are golden days for the salesman or clerk who remains cheerful and cheers up the customers he meets. They welcome a cheerful person on a rainy day, and give him better attention for that very reason, than they would on some other day.

Keeping up with the times is largely a matter of keeping ahead of them—of anticipating the public's tastes, its likes and dislikes, one year, two years, five years hence. The man who tries to do only what others are doing, the man who supplies only what others call for, the man who fails to seek for the trend of present-day thought, is not keeping up with the times. but falling behind them.

OPPORTUNITY

Why say you never had a chance,
That luck has turned you down?
Such words are for the foolish man,
They never win renown.
It takes some grit to keep the pace,
To rise to heights above,
To conquer in the daily strife,
To push, yet never shove.
'Tis you, and you alone, who makes
Your future dark or bright;
No one can rob you of the place
Which is your lawful right.
Whatever comes, just forge ahead,
Determined, earnest, quick.
There's always room right at the top,
But you must start—and stick.

—Pearl Holloway.

The world owes a man just what he contributes toward the advancement of the world, and no more. If he is content to fill a lowly place, if he gives as little as he can, if he shirks the responsibility that brings the larger rewards, or if he fails to put forth his best effort, he is entitled to no more than he gets. The world has a way of learning how much or how little each man contributes toward the advancement of the age. It judges him by his true worth, paying him more for what he does better than his neighbor, failing to pay when he fails to produce.

THIS PRINCIPLE ALWAYS EXISTS

"There always has been and always be a contest between buyer and seller."

The buyer wants more goods for his money. The seller wants more money for his goods.

Since the very beginning of barter and exchange on down through our present complex system of commerce the buyer has always stood for lower prices.

In the light of the past the present day salesman should anticipate a price resistance and should be prepared to meet it.

WAKE UP AND TURNOVER!

What will make your PROFITS great?
What will bar the bankrupt's fate?
TURNOVER.
What Will bring to you $UCCE$$?
What makes business happiness?
TURNOVER.
What brings to you DIVIDENDS?
What always helps and ne'er offends?
TURNOVER.
TURNOVER then your idle stock;
Don't let LEFTOVERS longer block.
LOAFING GOODS are an expense;
SHELF WARMERS are a real offense.

—W. W. Cooley.

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Judge Gary's Views on "Closed Shop"

WHEN a man of the character of Judge Elbert H. Gary of the U. S. Steel Corporation speaks, he is generally worth listening to. Judge Gary is a man who does not express himself on industrial or economic questions until he studies them from every angle.

His wide experience as the head of one of the world's largest industrial enterprises, his ability to foresee events and judge their effects, together with his reputation for fairness, should at least command close attention from every unprejudiced person.

The radical labor agitators, still smarting under their failure to organize the Steel Corporation employes under Foster and other bolshevik agitators a year or two ago, have determined to again seek to create a revolution in industry and will hesitate at nothing to accomplish their purposes, hence it is apropos to consider what Judge Gary has to say.

Addressing the annual meeting of the United States Steel Corporation stockholders, the judge made these emphatic statements:

We do not combat, though we do not contract or deal with labor unions as such. Personally, I believe they may have been justified in the long past. There is at present, in the opinion of the large majority of both employers and employes, no necessity for labor unions; and no benefit or advantage through them will accrue to anyone except the minion.

Do Not Voluntarily Join

In the United States no more than 10 to 15 per cent of labor is, or was at its highest point during the war, actually included in the membership of the unions. Workmen do not voluntarily join the unions. Self-appointed leaders, who expect to receive pecuniary profit, create and maintain the organizations at the expense of those who are actually workmen and join through intimidation, over-persuasion, false promises, misrepresentation or because of the use of other vicious or unworthy methods.

Recent published statements aver that there has been established an enormous fund to carry on the work of the labor union leaders. I have never heard of books being kept or accounts rendered to the rank and file. It is the common belief that the workmen, as a rule, know nothing and have little to say in management of the affairs of the unions.

Therefore, it is plain that the public speaker or writer who assumes that union labor leaders represent "labor" as a class is mistaken.

No Discrimination Against Either

If a workman desires to join a labor union he is, of course, at liberty to do so and in that case he should not be discriminated against by an "open shop" as long as he respects the rights of his employer and his co-employes and in every way conforms to the laws of the land. The "open shop" as heretofore publicly defined is what we believe in and stand for.

It has been claimed that a large number of the leaders, including the most influential, are foreign born.

If a workman refused to join a union and the employer declined to discharge him he would, in usual cases, be assaulted publicly or more probably under cover of darkness; and perhaps the members of his family would be insulted or threatened, or both. If still the employer refused to interfere he also would be subject to similar treatment, perhaps including damage to person or property.

If the workman referred to accedes to the demand to join the union—however skillful the workman may be or become, he cannot be promoted to a better job or position except for seniority in time of employment. He cannot advance on merit. He becomes the industrial slave of the union.

Inefficiency and High Cost Natural Result

If the steel industry should become entirely organized, as the leaders have openly attempted, then the management would be in the hands of the unions.

The natural and certain effects of labor unionism are expressed by three words: Inefficiency, high costs.

The end sought by labor union leaders, that, at least, to what their efforts tend, means disaster and destruction.

Oftentimes they seek to control politics. They would regulate police departments. Worse than everything else, they would dominate the Supreme Court of the United States, our citadel of defense to persons and property—civilization itself. Many of them criticise and defy the final decisions of the courts. This attitude strikes at the very foundation of our great republic.

Many believe the labor union leaders, or some of them, would control even the public press by unionizing the typographical departments and thus bringing about censorship of publications.

Regulation and Control of All Large Organizations

Possibly there is a solution of or an antidote to the labor union problem. I do not believe in Socialism, in governmental management or operation, but I do advocate publicity, regulation and reasonable control through government agencies. Their decisions should be subject to review by the highest courts.

Laws—clear, well-defined, practicable and easy of comprehension—covering these matters, might be passed, and if so they should apply to all economic organizations, groups or bodies

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exceeding certain specified numbers or amounts. Both organized capital and organized labor should be placed under these laws. Each should be entitled to the same protection and be subject to the same restrictions and provisions.

Will labor unions consent to this? They have heretofore objected. Here would be a test.

THE MENACE OF "KRIEG'S RAISON"

Elihu Root, leading American statesman, believes that Russia and Germany form the greatest menace to the observance of international law, he told the American Society of International Law in a presidential address before its fifteenth annual meeting recently.

"The great force of Russia which aims to impose internationalism upon the world halts the development of international law, the very foundations of which the existing government of Russia now repudiates," he declared.

Russia Must Be Excluded

"As the basis of international law is universal acceptance, either Russia must be excluded from the category of civilized nations or the law must wait upon the downfall of the present regime in Russia. In the meantime, every act which tends to support that regime, whether for sentiment or for trade, is a hindrance to the restoration of law and the rule of international justice."

Mr. Root described Germany's policy in the world war, which, he declared, "threatens the foundation of all international law."

"The doctrine of 'Krieg's Raison' has not been destroyed." he said. "It was asserted by Bethmann-Hollweg at the beginning of the war when he sought to justify the perfectly plain and acknowledged violation of international law in the invasion of Belgium upon the ground of military necessity. Of course, if that doctrine is to be maintained there is no more international law.

Germany Maintains Old Theory

"We can find no ground to justify the conclusion that a plainly unrepentant Germany does not still maintain the soundness of the doctrine as a part of its historic justification, nor has there been any renunciation by the defeated Germany. We must, therefore, face the fact that the law which during the course of three centuries had become apparently firmly established upon the universal acceptance and consent of all the members of the community of civilized nations is shaken to its foundations by the repudiation of its moral obligation upon the part of the four central powers.

"Either the doctrine of 'Krieg's Raison' must be abandoned definitely and finally, or there is an end of international law, and in its place will be left a world without law in which alliances of some nations to the extent of their power and force their ideas of suitable conduct upon other nations."

NOW THE OPPORTUNE TIME TO ADVERTISE SAYS BABSON

Roger W. Babson, pointing to the price drop during the past few months, sees encouragement for all business houses and manufacturers, even though business in general may be called "quiet" in those lines where readjustment has been drastic there should be steady improvement, and especially so if manufacturers and jobbers will set the example to merchants and others who naturally look to them, by instituting a vigorous sales and advertising campaign. Quoting Mr. Babson:

"At this stage of depression the main problem is selling. Cut down your production expenses as far as you can, do without further expansion in new buildings and equipment, but don't skimp on your selling appropriations.

"Now is the time to use that reserve fund which was set aside during the fat years! Later in the depression area we shall come to the point where you should increase your plant, but this summer—increase your advertising! Take the aggressive course. There will be considerable business; the firm which goes after it will be the one to get it!"

VOLUME AHEAD OF VALUE

An economist of considerable note has pointed out that the volume of business done in the United States began to decrease several months before there was a noticeable slump in the value of that same business.

At the present time the ratio of depression between volume and value is a 2.1, the former having advanced one-fourth of the distance it may be expected to fall, according to the law of action and reaction, and the latter showing only one-eighth of the decrease it may be expected to go. By the same law, volume should show the first sign of increase and, in consequence, production become normal before profit begins to pick up.

YOUR PART IN THE COMMUNITY

If a merchant by his improved methods makes more for himself in profit and greater efficiency in his organization he is rendering a greater service to the community than before. Did you ever stop to think what part your store was playing in your community? Is it the kind of backward store which does not keep full lines of stock, but only general standard sizes? Is it the kind that people do not want? We have a lot to say as to whether the school and church is rendering proper service, but how about our merchants? Are we properly handling the community's burden if we do not run an ideal store?

Contentment can be either commendable or condemnable.

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How Much are the Retailer's Profits?

A western dance hall, it is said, had a sign, "Don't shoot the pianist. He's doing the best he can."

This would be a good motto to hang up most everywhere. I believe that most men no matter in what engaged, are making honest, earnest efforts for service and success. They are doing the best they can. They have to or get down and get out.

Modern competition won't stand much foolishness.

Probably on no phase of storekeeping are people's ideas so vague and hazy as on the matter of the dealer's profits. It is popularly supposed that dealer's margins, like most men's fortunes, are larger than they really are.

The average one hundred cents you hand to the merchant who is doing a good, successful business is distributed about as follows:

Seventy-eight or seventy-nine cents for cost of merchandise, sixteen or seventeen cents for expenses, and four or five cents net gain.

If times are bad, crops short, etc., there is often no net gain, even by the most skillful dealers.

The net gain of dealers generally over a term of years is lower even than the five cents mentioned. The last official Nebraska report I have seen gave merchandising propositions as earning eight per cent on capital, and as stocks are turned on an average of three times a year, the net gain on each dollar sale was under three cents, rather a small amount for the risks involved.

Is it any wonder so many dealers fail? Out of one and one-quarter million dealers (retailers) in the United States, it is stated on high authority that only about 4,500 have made enough to pay income tax. That is, one in each 300 made a little over expenses.

It is popularly supposed that mail order houses have a smaller percentage of expenses than country stores. Best authorities, however, deny this, claiming the mail order houses run 19 to 23 per cent, or about 4 per cent higher than the small town dealer.

As a rule, too, the larger the town, the higher percentage of expense the retailer is under.

Mail order houses, it is said, have an advertising expense of 12 per cent on sales, as against the country dealer's from nothing at all to 1 or 2 per cent. The mail order house and the country merchants seem to sell about the same amount—$8,000 per annum per person employed.

J. A. McGuire, one of the HARDWARE WORLD's enterprising Nebraska subscribers, believes retail merchants could benefit themselves, as well as their community by taking their customers into their confidence. Retail merchants are often unjustly held up by politicians, would-be office holders and people of Red or Communist tendencies, as profiteers, and if the merchants make no response or defense it is generally taken for granted that they are guilty.

Mr. McGuire has the right idea. We are giving our readers the benefit of Mr. McGuire's methods of advertising in his community, methods which merchants might find to their advantage to follow.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 1302 Young St., Dallas, Texas
388 Taylor St., Portland, Ore. | 424 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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More Profit Earned by Increased Turnovers

TURNOVER of stock is the goal of every business undertaking and frequent turnover is the profitable turnover.

To obtain turnover the merchant must make sales. Sales are the life-blood of the profitable turnover of working capital. Those two factors are more interrelated than any other two in business.

Time was when some manufacturers considered their sale completed when they shipped their goods to the retailer and the retailer considered his sale completed when the transaction across the counter had been closed.

But now both of them realize that the sale is not completed until satisfaction has been given, and that satisfaction has not proved until the customer has been brought in again. The sale that every merchant wants in his store is the sale that reproduces itself in repeat business.

What Turnover Means

Turnover means the investment of dollars in goods, the sale of those goods, reinvestment, resale—repeating the process often and at a profit. When the merchant invests money in merchandise, then sells the merchandise and extracts his profit, that is one turnover.

When he invests again and resells, that is another turnover. The merchant does not turn over goods. He sells goods and that turns over the working capital invested in them. Every merchant should know how many times a year he turns over his invested capital.

Profit does not depend so much upon the amount of money invested in a business, as it does upon the way in which that money is made to work. Dollars are workmen and the faster they work, the more they accomplish for the merchant. It should be the merchant's chief occupation to make his dollars work, to repeat investment and sale, to get immediate collection of accounts. Turnover is just as definitely connected with collection as salesmanship is with service and satisfaction.

Here are the essentials of turnover:

First—The merchant must study the needs of his community. He must anticipate his community's needs.

Second—He must stock the goods, and there should be a variety of products; but too large a variety of brands of each different product is a scattering of investment, that is certain to complicate buying, selling and bookkeeping, with a resultant slowing-up of turnover. Every product selected should be judged as to sale quality. The trade mark should be well known, so that it will not need an introduction. It must be of a quality that will bring repeat calls.

Third—Customers must be given facilities to buy. In other words the merchant must have adequate space for an attractive display of his goods.

Fourth—Collections must be made promptly. Past due accounts are obligations for the merchant. The moment payment becomes overdue, the merchant ceases to be a merchant giving credit accommodations, but becomes a banker who lends money without interest.

Advertised quality goods make quicker turnover than any other kind. Recently a comparison of advertised and non-advertised goods was made. The amount of capital invested in stock was the same in each case—$10,000. It was assumed that profits were 10 per cent of the sales.

Here are the results:

Non-Advertised Goods

$10,000 capital, 40 per cent mark-up.

$14,000 retail value of stock, 3 number of turnovers.

$42,000 total business for the year, 10 per cent percentage of net profit.

$4,200 net profit at end of year.

Advertised Goods

$10,000 capital, 20 per cent mark-up.

$12,000 retail value of stock, 6 number of turnovers.

$72,000 total business of the year, 10 per cent percentage of net profit.

$7,200 net profit at end of year.

It will be seen in the above instance that though the mark-up was twice as large in the case of non-advertised goods, yet they yielded a smaller profit than the advertised.

This is due solely to the fact that the turnover of the latter was twice as fast.

THE REWARD OF THE STAYER

Did you ever realize that all the big life insurance companies are monuments to the lack of staying quality in men?

Their greatest source of revenue is from lapses. That's why they can afford to pay such big dividends to the men who stay through to the end.

Successful advertisers — successful business men—are always stayers. To make a success of advertising, one must stick to it like a barnacle to a boat's bottom.

Advertising doesn't jerk—it pulls—a steady pull. Every ad goes to confirm the one before it—to strengthen the one that is to follow and there's no waste of effort or money.

The stayer wins every time.

Most of us got our jobs by hard thinking and working. It is reasonable to believe then that the way to get a better job is to keep right on thinking and working.

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BACK OF BOOKKEEPING

(By W. W. Cooley)

Good bookkeeping does not mean complicated accounting.

Complicated accounting is not necessarily good bookkeeping.

Accounting has passed through many stages. In the early days of man, the charges and records were made on the mountain side or on tablets of stone. "Necessity, the mother of invention," caused the utilization of the handiest adding device available, viz., the fingers, whence all other adding devices have been adapted and the decimal system developed.

In Africa the finger system is still in vogue. Progressive men were at that early period looking for improved methods, and as a result, one of the wise men of that time devised the plan of writing his charges as well as his stories on soft clay tablets which were afterwards baked, similar to bricks.

Tablets issued in 559 B. C. are to be seen in the British Museum, from 1x2 to 9x12 inches. At that time they were as anxious to have identification and signatures correct as we are today and the impression of the thumb was taken on these tablets.

Figuring methods also underwent a change. The sand board was devised; spreading the sand upon a board, the business man ran lines through the sand forming squares; the location of a token at a given point represented a definite amount. The checker board of today was an adding machine thousands of years ago.

Accounting Over 400 Years Old

In time, paper was invented and figures devised, and finally bound books were made in 1211 A. D. In 1340 A. D. double entry bookkeeping was instituted, while the first book on accounting was published in 1495 A. D., 423 years ago.

Therefore, the merchant of today has had ample time to get the habits as well as the information that he should have. There is not a merchant with the intelligence required to qualify as such who does not know what he ought to know about his affairs. Moreover, it is your duty to your family, to yourself and to your creditors to know the condition of your business.

You cannot question the economy and value of simple books of accounting with a record of your purchases and sales, more than merely one entry charging merchandise account and another crediting it.

In every community you can secure the services of an accountant who will open a set of books for you and start them right. The detail work thereafter you can have done for a reasonable price. Manufacturers and wholesalers will furnish you forms.

To keep straight, apply the Golden Rule.

CAN YOU ANSWER WITHOUT A BLUSH?

1. Do you keep a "purchase account" that shows total of all goods bought?
2. Is your stock increasing faster than sales?
3. What do you save annually by discounting bills?
4. What does it cost to buy goods?
5. What do you owe?
6. How often do you take stock?
7. Do you figure stock at cost or selling price?
8. Do you make allowance for depreciation and dead stock?
9. Do you make depreciation on fixtures and delivery equipment?
10. Do you know what is due you?
11. Can you furnish your bank a financial statement at once?
12. Have you the total cash sales and total credit sales, separately by month and year?
13. Which clerks are making money for you?
14. How much merchandise is returned by your customers monthly?
15. Are collections made as rapidly as accounts increase?
16. What are allowances to customers costing you?
17. How often do you make up a "Profit and Loss Account?"
18. Into how many separate accounts are your expenses divided?
19. If you own your building, do you charge rent?
20. Do you charge your own salary as an expense?
21. Do you charge yourself with goods taken from the store for personal use?
22. Do you charge interest on money invested?
23. What is the percentage of your gross profit to total sales?
24. What is the percentage of expense to sales?
25. What particular lines yield a good profit and what are the expenses?
26. If a fire took place, could you from your books give a complete statement of all accounts?

With these facts and figures you can figure your TURNOVER.

AND YET HOW FEW WE MAKE

The cub editor says: "The next time anybody yelps about a typographical error in the paper, hand them this one: In an ordinary column there are 10,000 pieces of type, there are seven wrong positions that a letter may be put in, there are 70,000 chances to make errors, and millions of chances for transpositions. In the short sentence, 'To be or not to be,' by transpositions alone, it is possible to make 2,759,022 errors."

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Have You an Eye on Future Business?

Toys in Stock Every Month of the Year Is a Nursery Where Future Business May Be Developed. Children's Trade a Sure Way to Bring Parents to You

ONE of the safe bets which many dealers overlook is the sale of toys "all the year around" instead of merely at Christmas time.

"Oh, yes, we sell toys," said a dealer recently. "But if we carried over a large supply, our sales wouldn't pay interest on the money tied up in stock. We therefore aim to buy closely and then make an effort to clean up at Christmas time."

It required but a few words to show this merchant the fallacy of his theory. His argument rested upon the supposition that toys are in demand but once a year, but what could be more false? It is true, more toys are bought in the holiday season, but it is just as true that many more could be sold during the other eleven months if toys were pushed as a staple line.

Toys Always in Demand

For instance, a toy is always acceptable as a birthday present, and birthdays have no season. They create a demand for toys every day of the year. When a dealer sells toys once a year he finds out-of-season toys are in less demand. In December there is not much sale for stock that sells in June and vice versa; but by balancing the toy stock to meet every season a profitable all year line can be created from a former holiday special.

In summer one may feature outdoor goods, such as bicycles, roller skates, scooters and coaster wagons; besides wheel toys and other items. In winter there are ice skates, sleds, toboggans and sporting goods for out-of-doors; and games, dolls, mechanical toys, construction sets, etc., will meet a ready demand for indoor use.

There is no logical reason why money should be tied up in stock that is not on sale continually by being on the shelf or on display. Any line must be given a proportional amount of attention if it is to be turned, and it should be pushed along with other staple products. And toys are no exception to the rule; yet, handled in the proper manner, a toy section will prove to be a valuable asset to any hardware store.

Remember, Children's Trade Brings the Parents to You

Aside from the monetary profit derived from the continual sale of toys, there is another angle often overlooked by the average merchant. And that is the vast amount of advertising one receives by appealing to the children's trade. How often children discuss the window displays of some hardware store. They pause to speculate on which bicycle, which coaster, or perhaps the little girl decides which dollie she wants.

Then at home the topic of their conversation is the wonderful toys they saw in Blank's store.



These are not only the customers of the future, but they bring to you the customers of the present.

Parents are reminded of Blank's store many times a day. And quite often a child persuades his parent to accompany him to the store to see some favorite toy. The toy has brought in a prospective customer; it is then for the store salesman to meet the buyer's needs and if possible, sell "something else."

Wonderful Opportunity in Children

The child of today is the man of tomorrow. And the chap who is now interested in a construction toy will soon be buying pocket knives, flashlights and other items. Later on he may buy mechanics' tools, builders' hardware; and perhaps he will be in the market for household goods, including an electric washing machine, a stove and a multitude of smaller items, which make up the equipment of a home.

So by forming an agreeable association with the youth, a dealer may hold this trade throughout the ensuing years. And in looking back this merchant can see that all this business was built on the sale of some simple toy, years ago. Such business men have an eye on the future.

A "Cheap" Line Always a Mistake

A frequent mistake is made in the purchase of a cheap line of toys. They are a failure in every respect, and the wise dealer knows that the day of gimcrack toys is over.

Good, dependable American-made toys, with a nice appearance and constructed so they will not go to pieces before they get home, are the

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most satisfactory. Disappointment to a child is undesirable. A man's dislike for some store may be traced back to an unsatisfactory sale made in his younger days. This quality is a



strong factor in handling toys as well as any other line.

Throughout the country it is readily seen that unless hardware men keep a tight grip on the toy business they will lose it. Drug stores, art stores, millinery and even grocery stores are adding experimental lines of toys. These merchants have seen that if they have something to attract children, they also have something that will attract the parents. And the parents who come in to look are converted from "lookers" into buyers.

Toys Fit in Nicely With Hardware

A stock of groceries and toys seems incongruous. On the other hand, toys fit in nicely with hardware. The hardware salesman is more readily adapted to handle the toy trade. He sells bicycles, roller skates and other youthful needs and toys form an addition which goes to make up a complete stock.

One salient feature in any store is the choice of salesman to sell toys. Many grownups cannot stand the "annoyance" of children. Such a salesman acts as if he were on guard duty, and children readily notice the slightest feeling of antipathy in such salesmen. "Hands off!" is not a good sales-slogan. The good salesman is tactful; he is able to handle kiddies satisfactorily without using terrorism as a controlling influence.

"Several years ago," said a hardware dealer while discussing the toy question, "we carried a small line of toys. But for some reason they were a disappointment. We had complaints coming from children who felt they had some grievance, there were occasional controversies between the salesman and some youngster, and finally I decided to close out my stock of toys in order to eliminate this objectionable feature.

"But on the suggestion of my partner, who is a better judge of human nature, I began to look for the trouble in a different manner. An investigation proved that it was not the children; we found the salesman in charge of that department was irritable, impatient and entirely unfit to deal with children, although he had children of his own.

"He was transferred to another department and conditions changed immediately. We now do an immense toy business. The holiday season is our best, but we are gratified with our all year sales as well. And one important point is the selection of salesmen for this department."

Educational Value of Toys

Toys have been developed to a point where they afford instruction as well as amusement. This is an added feature in the eyes of the parents. A father is delighted to see his son interested in building towers or constructing toy automobiles. And quite often dad spends a pleasant hour or two helping his boy develop some model. This tends to add interest and creates a greater spirit of companionship in the family.

It is therefore plain that toys are to be sold and they will sell. Success depends upon the same conditions as the sale of other lines. A large stock, an intensive sale program and proper display will bring an increasing amount of profit to the merchant who wishes to increase his volume. Besides, the shrewd dealer knows that this increase of business is not temporal—it is the foundation for more business years later, when the child of today has grown to manhood.

The true nobleman is one of noble thoughts and acts. The title alone does not make a nobleman, but the lowest being may become one by aspiring and striving.

The satisfied customer is the press agent of a successful business.

In selling it is not always the early bird who catches the worm; it is more often the bird with the keenest eye and the correct judgment as to when to look for the fattest worm.

A LITTLE TOO MUCH

One of our Spokane subscribers, recently married, set out to prove that he would make a model husband. His wife felt the call to take an active interest in politics and developed into an active suffragette. Finally, when the baby came, he found it a little difficult to attend to his duties in the hardware store and attend to all the requirements of the young hopeful, so he protested:

"Now, Mary, I don't want to be misunderstood in this matter. I am willing that you should be a suffragette, I am willing to get up in the morning, split the kindling, light the fire, cook the breakfast, wash the dishes and dust the parlor, but I'll be doggoned if I'm going to wear pink ribbons in my nighty to fool the baby when he gets hungry at night!"

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Latest Kitchen Joy—Steam Pressure Cooker

More Opportunties for Merchants to Obtain Women's Trade

THE modern housewife has received so many surprises that now she feels as though nothing could excite or surprise her. She experienced great joy when gas was discovered and she did not have to stoke the stove with wood or coal.

She enjoyed thrills of all kinds when the various pieces of modern kitchen equipment were perfected and work was made so easy in the kitchen that she had more and more time to spare for other things.

In spite of all the attachments and appliances, cooking still took time and lots of it, but she awoke one morning to learn there was a cooker on the market that would cook foods in a remarkably short time—not only that, but would cook tough old hens until they were very tender; tough neck pieces of beef until they were t e n d e r and delicious and would impart a flavor that was extremely palatable to the taste.

It would not only do this but it would cook a number of dishes of food at the same time, so that a whole dinner could be prepared at once and in such a short time that it was almost unbelievable.



LUCILLE MacNAUGHTON

has again written an interesting and helpful article to point out to merchants the opportunity of bringing the women of their community to their store, suggesting methods they can use to advantage in increasing their sales.

Alive to Opportunity

The utensil that would do all this was the steam pressure cooker. When the Bunting Hardware Store of Kansas City learned of this cooker it immediately saw what a big field there was, in the middle West especially, for a utensil of this description, and proceeded to lay in a supply. One great reason why the cooker is so good in this territory is that it is not a great distance from the mountains and in the high altitudes it is almost impossible to boil foods until they are tender enough to eat.

Potatoes are seldom boiled because of the length of time it takes to cook them through and even eggs which will cook in a few minutes in low altitudes take a long time to cook.

A Boon to Women Not on the (Sea) Level

The boiling point of water at sea level is 212 degrees and that at 10,000 feet above sea level water boils at 193 degrees. So people living in high altitudes have to eat baked foods or spend hours and hours in the kitchen getting food in proper condition to eat. The cooker proves a great saving for them also in the canning of foods, as they are enabled to save fruits and vegetables by use of the steam pressure cooker, which otherwise they might not be able to save.

Seeing what a great benefit this cooker would be to the housewife, no matter whether she lived in a city apartment or in the country, whether she lived at sea level or 10,000 feet above, the Bunting store proceeded to make the people acquainted with this valuable appliance.

Goods on the Shelves Bring No Cash to the Register

Instead of permitting the cooker to lie on the shelves or tables, hoping that a chance customer would see them and inquire what they were, the Bunting store decided to open the campaign with a demonstration. The factory sent an expert for the initial demonstration and a great deal of interest was created, an interest which terminated in an equally interesting number of sales.

Coupling Advertising with Salesmanship

Tables were arranged in a hollow square on the second floor, or the housefurnishings department of this big store. a small gas stove was attached and placed conveniently for the demonstrator, and a number of the cookers in the various sizes arranged in an attractive manner.

Preceding the demonstration a number of prospective purchasers were called on the phone. A pleasing window display was arranged and window show cards announcing the demonstration were placed in conspicuous places. The local newspapers announced the demonstration to take place on certain days, and invited the public in to see it.

Remember This in Such Demonstrations

The prospects called on the phone were invited to come at certain hours, so that there

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would be a steady stream of visitors and not too many nor too few at a time.

The women responded very readily to the invitation to come in. The newspaper advertisements had made them curious and had aroused considerable interest. They felt here was a convenience—a necessity—for their kitchen, which they did not know about and so they were here to investigate and if a store wants a woman's trade and will appeal to her curiosity, it has accomplished the first step.

Get her into the store; let her see that a hardware store is a woman's province and that she belongs there just as rightfully as a man, and you have "got her going."

Little Conveniences All Help

Chairs were grouped about the booth or tables, arranged for the demonstration, and the women were enabled to sit and watch as long as they cared to stay.

In order to show what a remarkably short time the cooking would take, the demonstrator would peel and boil potatoes, as they would take but a very few minutes, and nearly all of the women who came in could wait for them to be cooked. For other groups who had a little more leisure, a dinner, consisting of meat, potatoes, one other vegetable and a dessert was prepared.

Practical Demonstrations Convince

To show the visitors that flavors positively do not intermingle in this cooker, although in open top pans, a favorite stunt of the demonstrator is to cook onions in one pan and a custard, made of course of milk and eggs in another pan, place them in the same cooker and steam them.

The women are openly skeptical about this combination and are truly eager to taste when the cooker is opened and the little samples are passed out. Each one wants to be the first to say, "I taste onion in this custard," and when they don't taste it and can't say it, they truly stand agape, gazing first at the demonstrator and then at the pressure cooker.

Choosing a vegetable as odoriferous as an onion and cooking it in the same receptacle with the custard proves conclusively that the odors do not blend.

When they learn that what the advertisements say is true, then they are eager to learn all about the cooker, how easily it is operated, what it costs to operate and what the further



Value of advertising is increased when you can show detailed construction of products advertised.



Labor saving devices always bring the women folks to your store, especially if you have something of merit. The Bunting Hardware Co. have been most successful in their methods.

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possibilities are. They learn that it is safe and that it is simple to operate.

Easy to Operate

Steam is generated in the bottom of the cooker by placing a small quantity of water in the bottom of the vessel—about one inch in depth will be sufficient, or enough to cover the perforated platform, which is first placed in the bottom of the cooker. The lid must be placed in position, then fastened down with the bolt and wing nuts, screwing each one gradually in rotation until it is steam tight.

After setting the cooker over the fire, the pet cock must be opened wide in order to let out the air as the steam pressure rises. When live steam begins to issue from the pet cock, which with a good fire should be in about five minutes, it should be closed. If properly fastened no steam should issue from the edge of the cooker. The dial should be watched occasionally, and when the fifteen pounds pressure has been reached the safety valve should be adjusted to release excess steam pressure.

The foods in the container should then be steamed for the amount of time called for in the recipe. The flame of the stove should be turned low to keep the pressure at fifteen pounds, or if one is using a coal or wood stove the cooker may be moved to the back of the stove.

One should never open the cooker without first releasing all the steam by opening the pet cock and safety valve. The flame is often turned very low and yet the pressure is maintained, proving that the cooker is a great saver of gas and other fuels.

Saving of Time Is a Great Factor

Saving of time is a great factor for the busy housewife who does her own work, so the steam pressure cooker is proving invaluable to the woman who spends all or part of her day down town and yet maintains a home. It is a blessing to the women who desire to economize to the extent of using cheaper foods, if they can be made palatable and to the one who wishes to can small quantities of fruit or vegetables and has only a few minutes to spare for such a task.

Bound to Be in Big Demand

It is a utensil which is bound to sell and will sell until every housewife is supplied with one. It may be that the first cost is a little high, but foods and fuels are also expensive, and the saving in both is not to be lightly considered.

It is therefore the duty of every hardware merchant to lay in a stock of these steam pressure cookers, have the factory send a man to his store to thoroughly demonstrate them and when he is perfectly sure that his salesmen understand every feature of them, put them over big to the housewife.

If it were possible to have every salesman use one in his own home, it would give him confidence in it, and make him just that much better a salesman, for when a person has confidence in a project or a piece of merchandise it is not difficut for him to make the other person see it as he sees it.

Women Keen on Labor Savers

The sales of washing machines and electrical appliances of all kinds show that women are as keen on labor savers, as the man who buys new plows and tractors and machines of various kinds for his farm, so why not show the women the benefits to be derived from the possession of a steam pressure cooker, and let the resultant sales astonish you.

Make your advertising so attractive that the women will fall for it, then after you get them in the store, make your demonstration interesting, and if you do not win, the fault will not be in the women customers.



Advertising is salesmanship on paper. Talk in your advertising as you would to the customer in person and you will get the best results.

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THE ARKANSAS KNOCKER

(Editor's Note—We are indebted to E. Whitfield, president of the Jonesboro Hardware Co., Jonesboro, Ark., for the comment on the local knocker.

What Mr. Whitfield mentions as applying to Jonesboro probably applies to many towns and cities. We are passing Mr. Whitfield's thought along, believing that merchants everywhere can ask themselves certain questions and perhaps be benefited by changing their attitude and viewpoint.

Sometimes people get so in the habit of "knocking" that they forget the "beam" that is in their own eye. We should take time for serious thinking and personal self-examination.)

We are beginning to wonder when a certain class of citizens in our city will awaken to the fact that a new era has dawned in this city; that a new spirit has been born, and that the man who persistently knocks is becoming less popular here than bubonic plague.

The time has long passed when just anybody can say anything he wants to about our town and "get away with it." Jonesboro realizes more today than she ever did that the spirit of the people who live here is the very foundation upon which the whole city rests.

Jonesboro realizes, too, that the sooner she gets rid of the chronic knocker, the better off she will be. Any man living here who is not satisfied with the city; who does not believe in her future, is doing both the town and himself a great injustice by staying here. He would probably prosper better in some other community; certainly, Jonesboro would prosper just as well.

We heard a business man say the other day that he used to take an active part in the affairs of the city, but that he found several years ago that everyone else was sitting back and letting him do all the work.

It undoubtedly does not occur to him that the condition which existed several years ago might not exist today. He is not taking the trouble to investigate.

Certainly there are a number of other business men who have not met this obstacle to such an extent as to adopt this attitude. They probably realize that if everyone evaded his share in upbuilding Jonesboro in such a casual manner, the city would soon go to pot, despite its wonderful natural advantages.

This man is "passing the buck." His excuse for so doing doesn't hold water. When he claims he quit working for Jonesboro because no one else would work, he had just as well say:

Well, let the old ship go down. Of course my business will go down with it, but what do I care? I will at least have the satisfaction of getting even with the fellows who wouldn't work as hard as I did."

I think the time is at hand when we should all do some hard thinking, earnest and consistent work; be careful of our buying; watch our stocks; keep them neat, clean and well assorted. Rise early, plow deep, put in a full day and be ready to help the fellow who is deserving. If we will all do this, I think we will be well rewarded for our efforts. And when the year's business is closed, we may look back and say with pride: "We live in the best country in the world; in the best town. And from this time on we are going to do our duty as a 'booster' for our town. Forgetting that we ever held a membership in the 'knocker club'."

E. WHITFIELD,
Pres. Jonesboro Hdwe. Co.

In selling don't rush, don't loaf, don't be too confident, don't give up too readily. Strike the sane balance between these four, and know that the other man's opinion of you and your work is exactly what your own opinion is of yourself and the goods you sell.

A POSTAL ROMANCE

In One Short Lyric Reel

(Copyright)

TIME—Anyold.
PLACE—Everywhere, U. S. A.
GIRL—Every blessed one, U. S. A.

Rich, Cal.
Handsom, Va.
Beaux, N. C.
Auto, W. Va.
Picnic, Ky.
Surf, Cal.
Tennis, S. Dak.
Teas, Va.
Sunset, Wash.
Moon, Miss.
Young, Ariz.
Man, W. Va.
Sweet, Ida.
Spooner, Wis.
Teacheys, N. C.
Novice, Tex.
Love, Ark.
Kissimee, Fla.
Surprise, Neb.
Decorum, Pa.
Persist, Ore.
Coy, Ala.
Retreat, Cal.
Fall, Kan.
Rescue, Neb.
Dimple, Ky.
Kismet, Kan.
Echo, Minn.
Ditto, Tex.
Bliss, Ida.
Aska, Ga.
Promise, Ore.
Diamond, Wyo.
Delight, Kan.
Preacher, Va.
Rice, Tex.
Happyville, Colo.

—Don Black.

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WRONG METHODS OF ASKING FOR INCREASE OF SALARY

In applying for an increase, as in everything else, there is a right and a wrong way. It is unfortunate that so few are schooled in the right way. It is so much easier and effective.

The wrong method most commonly employed is to insist that living expenses have increased to the point where an increase must be had. Here the attitude is taken that because we have been living beyond our means, or have met with misfortune, the firm owes us an increase.

But unfortunately the firm does not pay us on the basis of our habits or misfortunes. It pays us on the strict and impartial basis of our worth as an earning power in the business. Were wages based upon sympathy rather than the earning capacity of the individual, companies would soon be forced into bankruptcy.

Most employers are sympathetic, but they dare not permit their sympathy to run away with their judgment. It would work the hardship of mismanagement upon us all.

Another wrong method is to ask for an increase upon the plea that another is receiving more money for similar work. This is a criticism of a superior's judgment and is strongly impressed upon him as such. He holds the position he does because the management has confidence in his ability to determine how much each man under him is worth. Even were this not true, it is an evidence of poor judgment to criticize a superior and then to ask his consideration in almost the same breath.

Still another wrong way of seeking an increase is that of truthfully or untruthfully saying that a better paying position has been offered elsewhere. If such a position really has been offered, and, after due consideration, it is decided that the opportunities and not only the money are better, quit. If such a position has not been offered, everything is lost when the advice is given as it usually is in such cases, that the company is paying all the job is worth and that the better offer had best be accepted.

Effective Methods

Now that a few of the faulty methods have been considered, the right methods can be reviewed with greater confidence. The best way to get an increase is to prepare for it by persistent hard work. In most cases any work that increases production or reduces expense, is sufficient.

But there are cases where a high degree of salesmanship is required. Where this is necessary modest self-advertisement is not resented. It is interpreted by most superiors as a real show of business ability, the very asset for which they are seeking and willing to reward.

Another effective method of getting an increase is to demonstrate by thrift and good judgment in personal matters that you are the type of man for which your company is looking. This is an almost infallible means of causing an employer to decide that a man who can save money on a small income for himself can save money for the business, and wherever an employer finds a man that can save money through broad-minded business management, that is the man whom he is ready to increase.

MERCHANT THE "WHOLE WORKS"

In many western towns it frequently happens the general merchandise merchant, handling complete lines of hardware, house furnishings, sporting goods, etc., is also the local postmaster. An instance of how completely the merchant serves his community from postmaster to preacher and from merchant to lawyer, is related by one who is likewise an enthusiastic HARDWARE WORLD subscriber.

A traveling salesman visited the town and sold the proprietor a bill of merchandise. When the goods arrived they were not as represented and the merchant consequently returned them. The house attempted to collect the bill and drew a sight draft on the merchant through the local bank, which returned the draft unhonored. The house wrote the postmaster about the financial standing of the merchant and the postmaster laconically replied with an o. k.

By return mail the house requested the postmaster to secure a lawyer to collect the amount and received the following reply:

"The undersigned is the merchant on whom you attempted to palm off your worthless goods. The undersigned is the president and owner of the bank to which you sent your sight draft. The undersigned is the postmaster to whom you wrote and the undersigned is the lawyer whose services you sought to obtain for your nefarious business. If the undersigned were not also the preacher of the church at this place, he would tell you to go to hell."

PROSPECTS GOOD IN MONTANA

Editor HARDWARE WORLD: The prospects for our section were never brighter than they are today. We have had an exceptionally fine spring. The ground is in fine condition, and the farmers are doing their utmost in seeding their spring crop, and although our acreage will be reduced about 50 per cent on account of the financial conditions of the country, everyone is feeling optimistic.

There is a good deal of oil activity in and around Billings. Several wells are being drilled within a radius of thirty miles from the city and should any of the these prove productive it would give us all the prosperity we will need until we harvest our crop this fall.

We believe our merchants are doing business on a safe and sound basis in general. We don't look for any failures.

MALIN YATES CO.,
Billings.

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Speeding Up Paint and Varnish Sales

Here Is the Practical, Successful Way in Which a "HARDWARE WORLD" Gets and Keeps This Trade

(By Harley Cooper, Hardware Man)

A SHORT time ago, I took a day off and went trout fishing with an old side partner of mine. We left our car at a farm house, in the country, far from the main highway and at the foot of a high and wooded hill. We climbed over this hill into another valley which I had never before visited, although located in our county.

Wood Colored Houses All Around

This valley was long and narrow and extended through the hills for several miles. The farm lands were poor and the houses and farm buildings depicted the meager returns which these hard-working folks wrung from the rocky soil. Most of these buildings were "wood colored"—some of them with vestiges of ancient painting. A red barn, a white house—only mere remnants of color now, and exposure to the weather for so many years gave this valley the most tumble-down appearance imaginable, with these forlorn-looking dwellings.

It was a relief to me to see the well-kept homes of our town once more, as we returned in the evening, and the thought occurred to me that perhaps we take too much for granted in the appearance of things, until we see the opposite.

As a hardware dealer, I am in business to make sales and reap profits, and so are you.

It's painting season now, and we must make hay while the sun shines.

Getting right down to some very practical brass tacks, we must be prepared to go after our share of the paint and varnish business of our vicinity.

It is, perhaps, natural to suppose that most of us have some special brand which we prefer to push. This brand may be nationally advertised, and if we have exclusive sales rights, the business which we develop will be **ours.** This matter of brand is important, I think. It lines us up behind something **definite.** Not merely a good paint, but **the** best paint in town.

How We Get the Business

To make this article just as practical as possible, I should like to present a few features which we find well worth while in effecting sales for paints and varnish in our town:

(1.) We use a special and illustrated post card, printed for us by the manufacturer, to mail to house owners whom we think should be interested in the use of house paint. We follow up these cards by personal letters, with circulars and color cards, and invite the prospect to call and let us give him substantial facts regarding his own house job.

(2.) We have our varnish display panel and our paint color paddles in prominent display just inside the front entrance of the store, and this frequently brings up a sale of itself, by reminding the customer of some painting which should be done, at home.

(3.) We make a special appeal for the good-will of all of the local painters by securing for them a set of business cards with their name and addresses printed on them, and featuring our brand of paint. We also supply them with painters' caps, paint ladles and color combination cards. We make it a point to tell them about prospective jobs we hear of, trying to divide up these tips fairly.

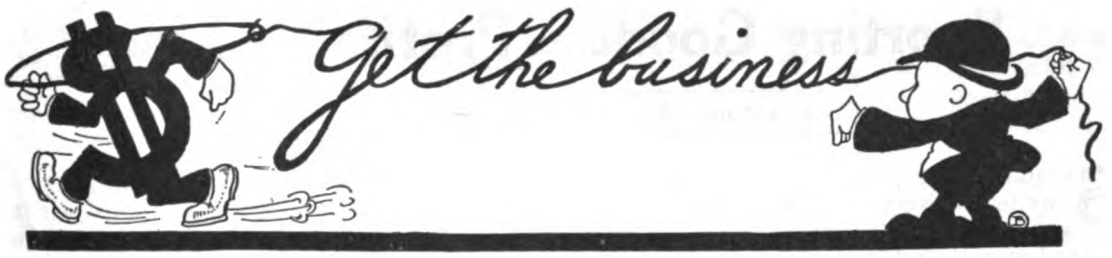
(4.) We make prominent use of window display and newspaper space to feature our brands of paint and varnish. This keeps our particular make before the eye of the public, with the result that they are more inclined to think of the particular brand, rather than thinking of "just paint." We know this to be a fact, for many customers come in and ask for a gallon of——paint, number —, or for a quart of our ———— floor varnish.

(5.) We hold an annual three-day demonstration of our —— varnish, stain and graining process, with a factory expert in charge. This is well advertised in advance in four of our county newspapers, in which we take regular weekly space. We further believe in the use of movie slides and printed hand bills, for any special feature like this. The better our publicity—the better will be our sales results.

With this demonstration, there is always a special coupon value good for these three days only, and as this coupon appears in all of our advertising, a goodly number of them are always brought in. New customers are made, and old customers get the advantage of the coupon values—it all sells more goods for you of the particular article you are pushing, and when it is an exclusive sales article, you can figure out the prestige to your store, from such a demonstration.

(6.) We make it a point to keep in touch with persons buying houses or building new ones, or owning renting property; our letters and sales literature to them, especially to the two former classes, lay emphasis on the pleas-

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ing effects which come from the use of our ———— wall finish and our ———— floor varnish.

The wall finish can be used over old wall paper or on plastered walls, and the floor varnish offers a wide assortment in different imitation wood finishes such as oak and mahogany. We find that we make quite a number of sales on these two items to tenants who put the proposition up to the landlord that they will do the work, if he will furnish the material. This seems to work out nicely, too.

(7.) Then we make occasional sales push, on such special finishes as porch and inside floor paint, auto enamel, aluminum and bronze paint, screen stain and porch furniture enamel, roof paint and so on. These tend all the more to create the idea of paint headquarters for our store.

All of the above are features which we have worked out to our own profit, and you can do the same. Observation often furnishes our first clue and judgment and suggestion often bring the sale to a happy conclusion. You will increase your business in the line of paint and varnish, and at the same time, you will help place your town on the map as one of those charming spots where "BRIGHTEN UP" is more than a mere sign. It will be a symbol of progressive citizenship, and you will have the happy feeling of having played a substantial part in this community improvement.

TOSSING THE BOY OVERBOARD

General Garfield, like most of our presidents, wrote and uttered many wise things. He was a big man, physically and intellectually, and always looked well fed. Being bearded he had every sign of great vigor. On one occasion he made this remark:

"Poverty is uncomfortable, as I can testify, but nine times out of ten the best thing that can happen to a young man is to be tossed overboard and compelled to sink or swim for himself. In all my acquaintance I never knew a man to be drowned who was worth saving."

But Garfield's notion is not popular with parents, and conflicts with all the impulses of love. None of us want our sons to undergo the hardships or discouragements we have suffered. We want them to work, to learn, and to be useful; and we help them according to our ability to acquire security from poverty.

The rich man may occasionally toss a son overboard for his good, but there is usually the determination to care for him at the finish, to save him from a knock-out, to shield him from poverty. This may not be best for the boy, but it is best for the parent. A world deprived of the tender lover of parents, in which boys were left to struggle for themselves, with no hope of aid from their parents, might be a fine one for the boys, but it would be a dismal place for their natural protectors. Human nature, with that rich streak of paternal love which softens it, will not stand for Spartan ideas in the training of youth.

GOOD PAINT AND GOOD WEATHER

Never let a bright, dry day pass without talking paints and encouraging painting. Get all your painters to work on a dry day and a dry surface. Too many of our days are damp and wet. A dry day is therefore a jewel to the wise paint salesman, who would assure himself of satisfied customers.

Moreover, have the surface put in proper painting condition. As well serve food in unwashed dishes as to put new paint on a dirty, rusty, greasy, dusty, wet or unbrushed surface.

It is said by paint authorities that 70 per cent of paint is wasted by not conforming to proper painting conditions. Supposing your dentist filled your tooth without cleaning out the old cavity? That is a sufficient illustration. If paint will give you five to ten years or more service, on a bridge, tank, roof, iron fence or other structure, as it will, do you Mr. Hardware Man, want or need any more proof than this?

Don't waste labor. Labor is a diamond, judging by what the workmen think of their services—$10.00 a day. Quality paint, once on, gives long service, thus saving you many labor charges. It is not the cost per gallon, but the cost per year that counts.

THERE IS NO TOMORROW

Oh, gosh, I'm so happy; Oh, gee, I'm so glad,
I haven't got time to be gloomy and sad,
From the first peep o' day till the sun goeth down
I'm busy just laughing at people who frown.
For fate is a jester and life is a joke,
And we'd better laugh now, for tomorrow we croak.

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Sporting Goods a Profitable Line

Suggestions Worth While Bearing in Mind

"SPORTING goods are trade builders," writes a Nebraska dealer. "Sporting goods are easily sold because of their universal appeal. Before I commenced handling sporting goods I did not appreciate the trade building possibilities offered by this line."

"Experience has convinced me there is always a demand for equipment which enables the hunter to get more game; the fisherman to catch more fish; or which permits boys and girls, men or women, to engage in the particular varieties of games or sports which interest them.

"The first essential is to know the line thoroughly, then select a stock adapted for the needs of your local sportsmen.

Personal Acquaintance a Big Help

"It is advisable to engage in outdoor sports, and associate with sportsmen as much as possible. Not only make the acquaintance of prospective customers when at the links, hunting, fishing, etc., but also gather practical information regarding the varieties of equipment most in demand. The more acquainted you become with sporting goods, the more easily you can sell them.

"An important advantage offered by a line of sporting goods is the profitable trade which comes during periods when the trade in other lines is slack."

Make a Study of Sporting Goods

Merchants find it advantageous to investigate the sales possibilities of different articles classed as sporting goods, so they can select a stock of rapid sellers. It is much easier to determine the sales possibilities of different articles by reviewing them separately than by treating them collectively.

Owing to the fact that merchants appreciate the necessity of being thoroughly informed concerning sporting goods before attempting to sell them, we offer some suggestions regarding different articles.

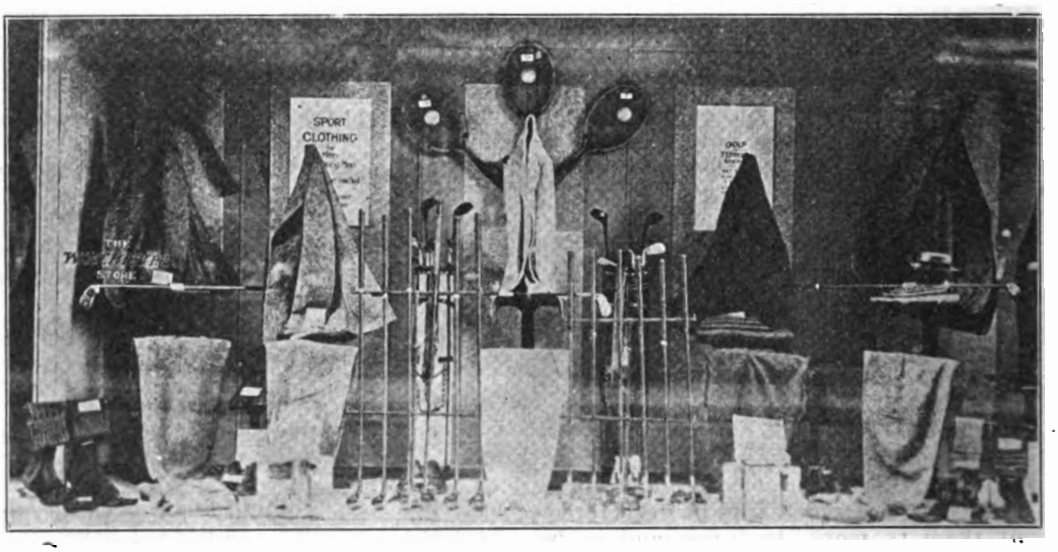
Flashlights Always in Demand

Electrical supplies of all kinds are continually increasing in number. During the period of development in electrical devices the sporting goods line is not neglected, for there are several articles of an electrical nature used by sportsmen.

Enterprising dealers keep in touch with new equipment which is continually appearing, which can be handled to advantage in their stores. They find electrical equipment a good line to handle. Lanterns and lighting devices for camping, fishing and hunting purposes are in demand.

This is the electrical age, and sportsmen are glad to dispense with obsolete lighting equipment when modern electrical devices are brought to their attention.

Flashlights are sold in constantly increasing numbers by dealers who handle sporting goods. "I find flashlights especially adapted to my stock of sporting goods," says a Kansas HARDWARE WORLD subscriber. "These handy devices are growing in demand; I am selling more of them each year. I carry flashlights in a variety



It doesn't require a large stock of goods to feature sport clothing, and it is sure to bring a better class of trade. Often arrangements can be made with either local merchants or local tailors to make any necessary alterations, or even to make such garments to order.

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of styles and sizes. I display my line, and endeavor to give the impression that my store is headquarters for this kind of equipment.

"There is a steady demand for extra batteries and bulbs, in addition to complete flashlights. I find that portable searchlights, fountain pen lights and vest pocket flashlights are in demand. The flashlight purchaser is desirous of a powerful light and long-lived battery."

Sport Clothes Are Trade Builders

Outing clothing is in strong demand; this is why many dealers who carry sporting goods make an effort to supply the demand for outing clothes. Light weight drill coats and sleeveless coats are ideal for use in warm weather. They are equipped with full skirt game pockets, shell pockets, etc. Showerproof clothing enjoys a good demand.

Trousers made of canvas, khaki or corduroy are in demand by men and boys who ramble through the woods or engage in other outdoor exercise. Puttee leggings, spring leather leggings, buckled knee leggings and laced leggings are used in great numbers by sportsmen. Athlete jerseys and outing shirts are trade builders, while the demand for substantial hats is always present.

Sportsmen agree that comfortable shoes are the most important part of one's equipment when hunting, fishing, competing in a tennis match, playing baseball or engaging in any other sport. Hunting boots, shoes and moccasins, canvas wading shoes, wading boots, etc., are good sellers.

Dealers also make a specialty of equipping local baseball players with uniforms. Considered in its entirety, the demand for outing clothing is very wide. The individual dealer finds even a small stock of outing clothing a profit maker.

Cultivating Cutlery Trade

Dealers who handle sporting goods appreciate the trade building possibilities offered by sportsmen's cutlery. Camp and pocket axes are in demand. The modern axe of this type is large enough to fell a tree, and small enough to carry in the pocket. It is considered a perfect tool for blazing, clearing trails, setting a tent, cutting firewood, etc.

A serviceable axe is as necessary in the woods as a gun or knife. There are several styles and sizes of camp and pocket axes, so the discriminating buyer has an opportunity to select a style exactly suited to his requirements.

The sportsman is particular regarding the kind of a knife he carries. Dealers who sell sporting goods find a ready sale for hunting knives, canoe knives, fish knives, etc. The modern safety hunting knife is in demand. It appeals especially to that class of sportsmen who object to a sheath knife and still want a knife which is strong, rigid and heavy.

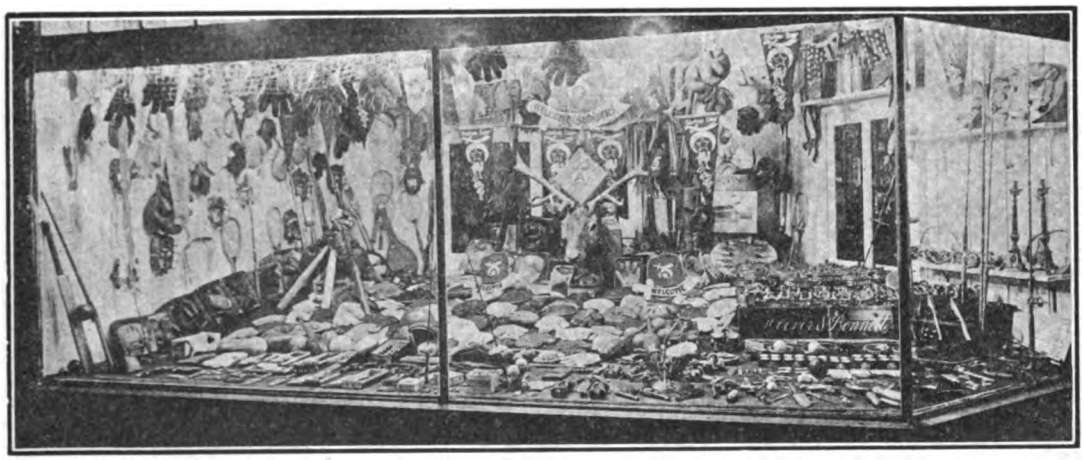
Leather handle and stag handle sheath knives are preferred by different sportsmen. The "woodcraft" hunting knife, owing to its ability to meet all requirements, such as cleaning, sticking and skinning, enjoys a wide popularity.

Everyone who fishes can use a folding fish knife to advantage. Dealers are selling fish knives in large numbers, by showing that the blade is made sharp at back of point for ripping, while the back is an excellent fish scaler. The fish knife folds into compact size, making it suitable for all around pocket use.

Combination Kit Knives

Sportsmen's kit knives can be sold to advantage. The modern knife of this type embodies nine tools in one, furnishing a good cutting blade, with leather punch, wire cutter, wire pliers, swedging awl, alligator wrench, etc.

"Camp knives," which include combination knife, fork, spoon and corkscrew, are easily sold. A combination of this kind is needed by everyone who has occasion to eat in the open.



The appearance of this window would have been improved if it had not been so crowded. Still it was made at the time of a local celebration and the merchant wanted to "strike" as many visitors to town as possible. There is a value in looking at it from this point of view.

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A tool kit is classed as a necessity by many sportsmen for use when canoeing, camping, motoring, etc. The modern kit comprises all the necessary tools put up in a compact and convenient form.

Round axe stones (for sharpening axes) and sportsmen's combination stone can be sold to advantage. The sportsman needs keen tools; carborundum stones quickly put an edge on dull knives or axes.

"After equipping a customer with a hunting knife or axe, I ask him if he doesn't need a handy, reliable shaving outfit for use when he is hunting, fishing or camping," said a dealer. "I have built up a good trade in combination shaving sets by emphasizing the advantages the possession of such an outfit offers the man who is in the open for any length of time, and appreciates the luxury of a good shave."

Do Sportsmen Favor Light Weight Guns?

"Small gauge shotguns are rapidly gaining the favor of sportsmen in my territory," said a Missouri merchant. "The small gauge gun gets the game, is light to carry, while the absence of recoil makes it adapted for ladies and boys. I notice that sportsmen of long experience are taking to the smaller gauges. I find that small gauge repeaters and single barrel guns are favored by sportsmen. I have increased my business in small gauge guns by advising the sportsmen to include one in his equipment, regardless of the number of larger guns he owns.

"I find the demand for small caliber rifles is worthy of attention. The interest in target shooting and small game hunting continually increases. I endeavor to carry a variety of styles of small caliber rifles which will enable me to suit all customers. I find it advantageous to display my stock of fire arms. A revolving rack is suitable for the purpose."

Test Marksmanship with Targets

Targets and score sheets can be handled to advantage. There is a demand for blue rock targets and traps wherever gun clubs conduct shoots. Business in these lines is increased by assisting local sportsmen to form gun clubs, and enjoy the pleasure of shooting behind the trap.

Shotgun and Rifle Implements a Necessity

Cleaning rods, shell extractors and reloading tools are in demand. Brush cleaners, etc., are needed to remove the residue from shotgun barrels. Oil and rust preventatives are a necessary part of the gun owner's equipment. A stock of gun oil sells rapidly.

Some Profitable Specialties

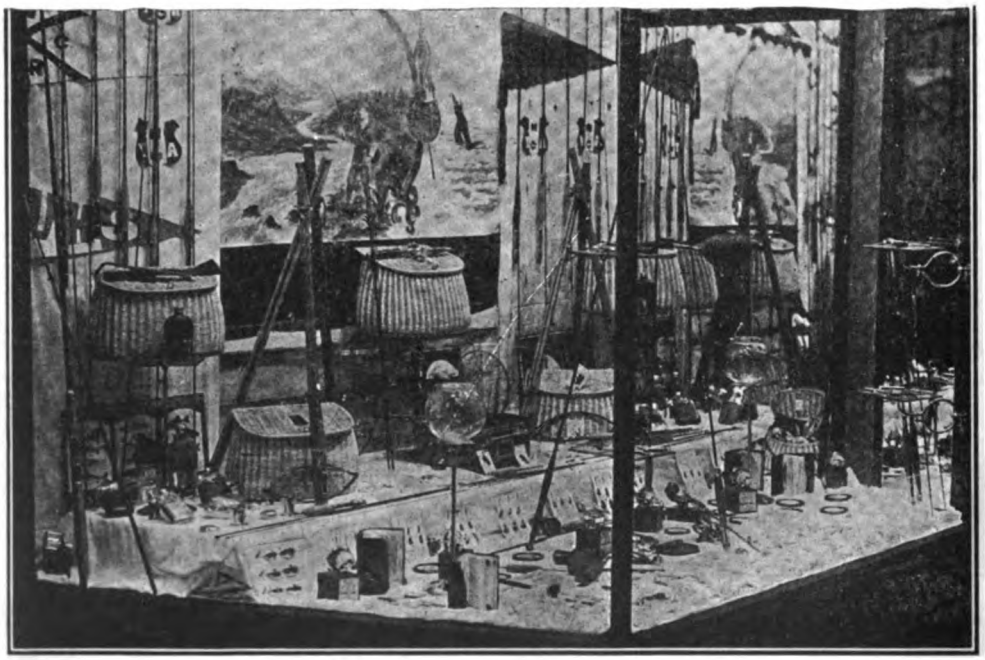
Decoys, game calls and hunting horns help round out a line of sporting goods.

There is a ready sale for pocket compasses, for a good compass is an indispensable article when in the timber or on water. Sportsmen prefer compasses on which they can depend absolutely with no chance of disputing the accuracy of the instruments. The hunting watch case compass is a desirable type.

Whistles of various kinds, sizes and sounds are in demand. The dealer who specializes on the sale of equipment to boys is especially interested in whistles.

Getting the Angler's Trade

Western merchants of course find it advisable to carry a liberal assortment of fishing tackle. There is a continual demand for cheap and moderate priced rods, as well as for high quality rods. The same is true of reels. To get the trade of amateur sportsmen, do all you can



Here is a neat display of fishing tackle and equipment, which is sold practically by everyone of our subscribers. It is a good trade bringer.

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to advise them regarding the selection of tackle which best meets their needs.

A variety of articles are in demand by anglers in addition to rods and reels. Keep an assortment of lines, hooks, lures, bait boxes, minnow traps, nets, landing nets, etc., etc., on display. There is no limit to the trade a dealer can establish in this line if he lives in a section where fishing is good.

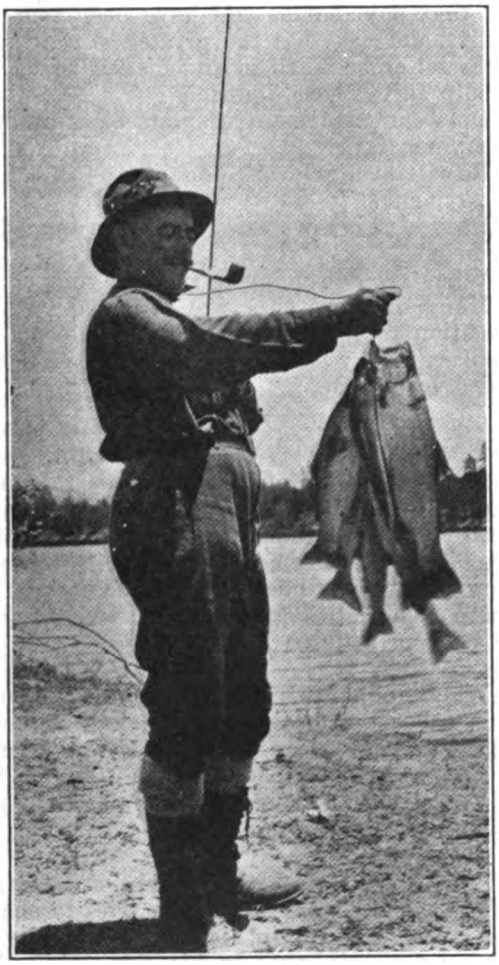
How to Awaken Interest in Sporting Goods

After selecting a stock of sporting goods, the next essential is to locate customers. Advertising and display can be depended upon to accomplish this, providing they are properly used.

Attract trade through attractive window trims. Window displays are the mirrors to your store. Let the observer gain a favorable impression of your stock when he inspects the goods on display in the window. Get the reputation of having good, fresh window displays.

Newspaper advertising, coupled with the use of posters and placards, will assist in awakening interest in a line of sporting goods.

You will find the sale of sporting goods is an interesting, profitable side line, and is worth while from every standpoint.



JOE WELSH

has not only helped to make Pasadena famous, but has likewise added much to the enjoyment of every fisherman. He is a true sportsman in the fullest sense. His generosity and kindness is proverbial among all who know him.

OUT FISHING

A feller isn't thinkin' mean,
Out fishin';
His thoughts are mostly good an' clean
Out fishin';
He doesn't knock his fellow men,
Or harbor any grudges then;
A feller's at his finest when
Out fishin'.

The rich are comrades to the poor,
Out fishin';
All brothers of a common lure,
Out fishin';
The urchin with the pin an' string
Can chum with millionaire an' king;
Vain pride is a forgotten thing,
Out fishin'.

A feller gits a chance to dream,
Out fishin';
He learns the beauties of a stream,
Out fishin';
An' he can wash his soul in air
That isn't foul with selfish care,
An' relish plain an' simple fare,
Out fishin'.

A feller has no time to hate,
Out fishin';
He isn't eager to be great,
Out fishin';
He isn't thinkin' thoughts of pelf
Or goods stacked high upon a shelf,
But he is always just himself,
Out fishin'.

A feller's glad to be a friend,
Out fishin';
A helpin' hand he'll always lend,
Out fishin';
The Brotherhood of rod an' line
An' sky an' stream is always fine;
Men come real close to God's design,
Out fishin'.

A feller isn't plotting schemes,
Out fishin';
He's only busy with his dreams,
Out fishin';
His livery is a coat of tan
His creed; to do the best he can;
A feller's always mostly man,
Out fishin'.

The fellow who schemes merely to "get by" will finish up by getting the "go by."

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THE OLDEST STOVE

A hardware dealer worked out a clever plan for selling more stoves and ranges. He offered several prizes to the boys and girls for giving him reports on the oldest stoves and ranges in town, those in actual use. Each boy and girl filled out a slip for each one, the name and address of the owner, the name of the stove or range, the date of purchase, and from whom it was bought.

The prizes were awarded to the boys and girls who sent in reports on the oldest stoves and ranges in actual use. From these reports the hardware man had excellent information for a selling campaign. With a series of letters, followed up with personal calls, he sold a larger number of new stoves and ranges in the next sixty days than he ever sold before in a whole year. The reports showed him just who his prospective customers were, and he was able to go after them intelligently.

THEY LIKE TO BUY THERE

An Ohio merchant captured the bulk of the surrounding farmers' wire fencing and hardware trade by making it easy for them to load their wagons at his store. Instead of having his fencing on the level of the ground in front of his store, he has it stacked on a covered platform in the rear. This platform is just a little higher than the wagon body. The heavy goods are just rolled in from above. This beats lifting up, a whole lot!

The man who never had a chance is usually so wrapped up in self-pity that no one can find him. He won't come out of himself or permit another to dig him out. Many opportunities have passed without his seeing them, but many still lay before him if he would but open his eyes to seek them. But he's so wrapped up in his own determined belief that the entire world is against him that he can't see or won't see. so he never gets a chance—himself won't let him.

Approach a customer in a brisk, businesslike manner. Look him squarely in the eyes and talk about your goods with self-conviction. A slovenly, disinterested manner will precipitate doubt on the part of the customer. Briskness prompts faith; lack of it, lack of faith.

A LITTLE—BUT PROFITABLE—COLLECTION AID

The collection manager of an eastern concern makes a decided effort to get a statement from each concern whose account is overdue. The very best accountants and bookkeepers sometimes make mistakes. Many good accounts are lost every day by concerns trying to collect where there is some error or misunderstanding about the payment due.

When an account on the books becomes overdue, write the customer a brief note to the effect that payment should have been sent previously and ask that the printed slip attached to the letter be filled in and mailed back. Let the slip carry these questions:

Does our statement of your account agree with your figures?

Have you a grievance against us that holds up payment?

Do you think we are entitled to immediate payment?

When are you going to send us your check?

Many of these slips are returned with information that rectifies errors; others contain promises to pay shortly; and many are accompanied by checks.

TOO MANY BRANDS

A failure is often a man with too many brands in the fire at one time. If he could spend his entire time watching and directing one, he would become a success. But having many to watch at once, he gives so little attention to each that they burn up, leaving him only the ashes of failure.

When you face a customer, smile. A smile gains earnest attention, and makes one want to give you an order. It's the introduction to your sales talk that sweeps away doubt, fear and mistrust, playing an important part toward gaining the sale.

Putting in time and working are entirely different. The man who works tries to accomplish all he can within his working hours; the man who merely puts in his time "kills" as much of it as he can.

Lose your temper, and sooner or later you'll lose your job.

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TRAIN CUSTOMERS FROM THE CRADLE

Often merchants attempt to excuse themselves for not adopting the most progressive methods by saying: "Our city is too small to warrant such practices." An exception to this rule is the McCreary Brothers Company, hardware and furniture dealers at Scotts Bluff, Nebraska. They took the first step on the road to progress with a most excellent system of accounting, well planned and carried out, giving them daily all statistical information required to enable them to **know** not alone their daily sales and purchases, but the gross profit thereon as well as the expenses. A complete daily statement of assets and liabilities, by departments, is on the desk every day, showing in detail the transactions of the previous day.

This accumulation of figure facts would be useless without inspection and analysis, and therein is where the plan has proven of such worth that while others are in doubt, McCreary Brothers know the facts. By their system they have found out how to handle a department in the least amount of floor space with the least capital investment and still never be short of the customers' requirements.

The hardware is arranged for quick action. You want a nail or screw, McCreary does not have to go to a dozen places to show a dozen sizes, their sample board of all sizes fills the bill.

Their paints are arranged by sample colors and sizes in certain space allotted. As the quantity is reduced, a new supply is taken from the storeroom.

The records kept show the consumption and the minimum that should be on hand. When the low water mark is reached a new order is issued. By this plan the turnover has been greatly increased and the capital required has been reduced.

In glassware and crockery, a complete line of samples shows the customer the stock available. Shown in a small section of valuable first-floor space, it is convenient to the customer, attractive in appearance and a first-class assistant to TURNOVER. Stock is kept in the basement and above.

McCreary Brothers believe in advertising and their local papers receive recognition, while through direct mail publicity they reach the citizens of neighboring cities, towns and farms.

Alert, with a thought to the future, whenever a birth occurs in the radius of their trade, they send a little note of congratulations, telling the parent that a gift awaits the new citizen at the store.

Do they come? Well we should say so. Then a year later the baby's birthday is not forgotten. When people get in the habit of going to a store for a present they are pretty apt to go there when they want to buy.

Scotts Bluff has about 9000 inhabitants, but the same plan of McCreary Brothers is adaptable to either 9—90 or 9 million. It is just good business methods, well planned and carefully applied.



McCREARY BROTHERS COMPANY
HARDWARE AND FURNITURE
CARPETS RUGS DRAPERIES QUEENSWARE
UNDERTAKING
SCOTTSBLUFF NEBR.

February 4, 1921.

Dear Mr & Mrs Lewellan,

We wish to congratulate you on the birth of your son, and wish him a long and happy life. The first time you are in Scottsbluff, come in the store as we have a little gift for him.

Respectfully,

McCREARY BROS. CO.
Mrs. C. V. Keay

McCreary Bros. are keeping in touch with the newcomers in their community, which, needless to say, is appreciated by the parents as well as the new arrival. There is a value in this personal contact.

WE ARE ALL SALESMEN

We usually think of sales or a sale as the act of disposing of manufactured articles to the dealer or consumer.

A salesman we define as one who engineers the transaction whereby the products of his company are placed in the hands of the dealer or consumer.

Salesmanship as we usually think of it, is the ability of one to sell goods.

There are other salesmen besides those who run around the country with sample cases and take orders for goods of various kinds.

In fact, everybody who works is a salesman. All of us have, or should have, someting to sell —skill, ability, ingenuity, knowledge, loyalty—in a nutshell—service. Hence we are all salesmen. When there are no sales, there can be no earnings. Whether our earnings are large or small depends upon the quality of the "goods" we have to sell, and our selling ability—the manner in which we apply our skill and ingenuity and knowledge in our work.

To be a successful salesman, one must have pleased customers; he must have the "goods" and know how to "deliver" them.

There is no permanent market for inferior "goods" these days.

Your best sales argument is quality. People want to feel that they are buying something that will give them service and satisfaction, and give others the impression that they have both taste and money to spend. After quality is assured, price is a big argument, but quality is of first importance. The salesman or clerk who tries to sell on price alone is disregarding his greatest selling point.

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TELL THEM ABOUT SANDPAPER

So simple a thing as rubbing with sandpaper would seem to be a subject of which little could be said.

Talk to a good workman, and one finds that a real knowledge of how to use it is really essential, and that there are "kinks" that help. Also that sandpaper varies in quality, and that to do good work with the least effort calls for experience.

First, a knowledge of grits is essential: No. 0000, the finest, up through to the coarsest, which is No. 4.

Keep sandpaper dry and use it dry. Do not use it on sticky surfaces or on a green varnish or wet paint. Wait for the surfaces to dry and then rub down.

In using sandpaper to remove old paint, choose a grit coarse enough to cut through the old paint and just reach the wood fibers. Then take out the scratches with a finer grade; this will leave the wood free and ready for the new coat.

Use of Sanding Block

A workman should use his paper cut to such size as will do the work handily and smoothly. Large pieces of ungainly size held around a block, or loosely in the hand, does not do smooth work, and can only serve to waste sandpaper.

Convenient sized pieces wrapped around a block of either wood, rubber or leather are indispensable. Special sized and shaped blocks should be used for concave and convex sanding operations.

Sandpaper can be torn into convenient size quickly by bending over a sharp edge several times and then torn apart. A few trials will make perfect the operation. If large quantities are used, a shear can be used to cut the goods into a convenient size. Make the sandpaper adaptable to the purpose. Harsh, rough edges make ugly scars, which must later be taken out by further sanding or planing.

A good finish and one that will look well cannot be obtained by rubbing across the grain of the wood or crossing the scratches made by previous strokes. All rubbing should be on parallel lines and with the grain. This leaves the work ready for the finish.

Preparing for Filler and Finish

When fine finishes are required and a coat of paint or varnish is to follow, a filler coat can afterwards be sanded, taking down the harsh fibers and bunches caused by the filler raising the grain. Continue this operation with sanding and filling until the desired result is obtained.

As sandpaper is used, it fills with dust. The spaces between the grits pack with the gum and dust from the surface sanded. Reverse the paper on the hand block, get all sides of the grits into action, and the paper thoroughly used before throwing it away. Strike the paper sharply against the bench or against the work, and force the dust out of it. This prolongs its life.

"ABSORBING THE LOSS"

Recently inquiry was made from a number of representative eastern manufacturers through a questionaire, as to the advisability and best way for a manufacturer to compensate a distributor for the increased cost of doing business and the increased freight rates, applying particularly in the west.

Thirty-five answers in detail were received. and the following facts were brought out:

A.—Increasing Cost of Doing Business

Sixteen firms increased jobbing discount from 1½ per cent to 15 per cent. Average increase of 5 per cent.

Seventeen firms, no increase.

Two firms no sales through jobbers.

B.—Increased Cost of Transportation

Eleven firms quote f. o. b. jobber.

Twenty-one firms no provision.

Two firms increased discount.

C.—Regional Prices

Twenty-four firms list higher prices in the west.

Six firms favored one national price.

Five firms non-committal.

D.—Sliding Scale of Freight Allowances

Seven firms were non-committal.

Six firms favored.

Twenty-two firms disapproved after trial.

E.—Absorbing Transportation Cost

Twenty firms pay transportation to distributor.

Eleven firms opposed as difficult of equalization.

Four firms non-committal.

F.—How Have You Met the Jobbers', Distributors' and Dealers' Increased Cost of Doing Business—Increased Cost of Transportation, Etc?

Twenty-one firms increased either discounts or transportation allowances.

Ten firms believe present margin wide enough.

Two firms use additional publicity.

One firm give longer terms.

One firm conducting campaign to teach importance of turnover.

It is the unexpected, the doubtful or the unknown that always scares people. Human beings are disturbed very little by the things that they expect or by the things that they understand.

Business is not seriously sick—it's not typhoid but merely a case of overeating. We need exercise instead of rest.

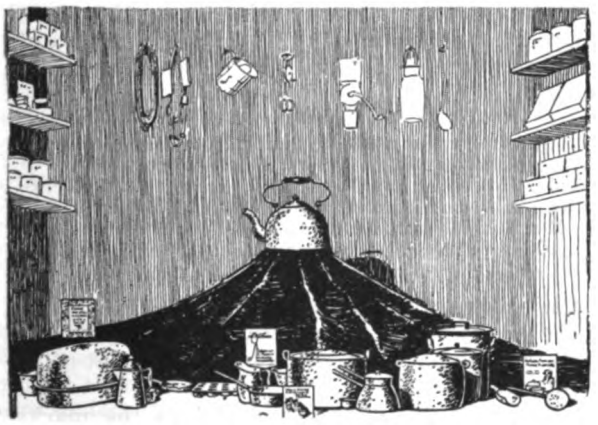
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THE ONE IDEA WINDOW

Some of our friends outside the trade have intimated to us from time to time that their impression of the hardware business was a window full of goods in front of a store full of shelves.

We feel that this is unjust criticism; that the interior arrangement of hardware stores is being constantly readjusted in keeping with new ideas and methods in merchandising, so that they may present an inviting appearance to the purchaser.

Window trimming is an art in which it takes years of hard study, experiment and experience for a man to become perfect. Hardware merchants, along with merchants in all lines, are learning that it is not the volume of goods in the window that makes the sales, but the arrangement, the selection, the appropriateness to the season, etc.



Window No. 1 shows a selection of kitchen utensils necessary for a small family, yet indicating that the merchant carries a complete stock. It invites the housewife into the store where she will not be embarrassed in her humble wants. The volcanic effect in the center is produced by a stool, over which is draped a dark cloth. The item on the top of this mountain is changed every day.



Window No. 2 is a corner of the kitchen, with everything ready to prepare the baby's food. Every article needed for the ceremony is at hand, but nothing more. The trimmer has tried to give a homey effect, even to the doll, which has fallen onto the floor, showing that baby and mother are just round the corner.

Britain is not likely to get rich yet awhile through trading with Russia's Soviets. Watch out for a hitch.

SUCKSESS SEEK-RETS



Onst there wuz a man who went into Bizness for hisself. He had been humored as a child an' awl his relatives had taken Panes to spoil him. He wuz aloud to ware better Clothes than his Kompanions, an' to sleep late in the morning, an' to have more spendin' Money than wuz good for him.

Sew he got the iDea that the world owed him a living.

He felt mighty imPortant when he Opened up his own place, an' had his name on the windows An' on a black and gold sign over the door. He hired others to do the work, an' he sat down an' smoked an' Figgered out how much money he wuz making. Occasionally he stopped to visit with a Kustomer or a Sailsman an' he wuz very proud to be rated as a bizness man. He didn't bother to read his trade Papers because he wuz sure he could tell the world awl there wuz to know, hisself. An' he didn't advertise because he thought he wuz so important that Foakes would hunt him up anyway. For Awhile he got along farely, then hard Times came an' he got a big Jolt.

Bizness fell Off, and he had difficulty in meeting his Obligations. He had to borrow money to keep going, an' when that wuz gone people didn't seem to want to let him have More. He felt much abused an' Intimated to his Banker that he had a right to such financial Accommodations as he kneaded.

Sed the banker to him, "My sun, You are mistaken. When dry weather comes, the plants and trees in your dad's Garden get busy an' send down their roots deep for water. When food is scarce, the ole hen gets up Early and scratches like fury for her breakfast, an' the wise robin doesn't sit on a Limb an' wait for angle worms to tango up to be eaten. That robin gets out while the grass is still wet and ketches awl the worms he kneads. Even the ant and the bee are busy for they no that no one is going to do their hustling for them. Don't come hear Asking for money to which you are not entitled. You have loafed on the job awl your life, an' there is no reason that some one should Keep on boosting you. Go to it an' LEARN THE JOY OF WORK.

"When you Show that you can do you're part as a MAN, come back an' we'll see how much money you knead then. How much you have to Ask for and how much you get, depends Entirely upon YOURSELF!"

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HOW ONE SELLER GETS OUT OF HIS SALES CONTRACT

(Copyright by Elton J. Buckley, 643 Land Title Building, Philadelphia, Pa.)

All over the country good contracts for the sale or purchase of merchandise are blowing up simply because the party who is seeking to enforce them failed to observe a legal requirement which I have discussed here, but apparently need to discuss again.

I mean the requirement which I believe to be the law of every state, in one form or another, that no contract for the sale of goods valued at more than a certain sum (the sums vary in different states; under the uniform sales act, which is in force in many states, the amount is $500), shall be enforceable unless a written memorandum of the sale is signed by the party to be charged, i. e., the party who is trying to avoid the contract. The law makes exceptions to the rule, viz.: cases where some of the goods have been delivered, and cases where some of them have been paid for.

The Uniform Sales Act, which is already in force in many states and will eventually be in force in all, provides as follows:

> First. A contract to sell or a sale of any goods * * * of the value of $500 or upwards shall not be enforceable by action unless the buyer shall accept part of the goods * * * so contracted to be sold, or sold and actually received the same, or give something in earnest to bind the contract or in part payment, or unless some note or memorandum in writing of the contract or sale be signed by the party to be charged or his agent in that behalf.

Now even in states which have not yet passed the Uniform Sales Act, the above provision will be found in their law in somewhat different form. Practically in all cases which arise under it arise under the written memorandum clause, in this way: A buyer and a seller will agree to sell and buy certain merchandise. Perhaps the deal is verbal, or over the telephone, or in some way making, they think, a written contract unnecessary. Before delivery the market advances, or declines, and the party hit by the fluctuation refuses to keep his agreement. The other sues. The defaulter, casting about for a way of escape, remembers that he was not asked to sign any form of memorandum and did not sign any. Under very many cases this is a perfect defense, and he therefore violates his contract with entire impunity.

A case has just transpired in Pennsylvania which shows what a hardship this rule of law imposes on the man who has failed to protect himself as to it. A buyer named Wexelblatt bought some cotton goods from Katman & Greenberg amounting to $1,775.31. The only memorandum which passed between them was this:

BOUGHT OF KATMAN & GREENBERG

Wholesale Cotton Piece Goods No. 646.
322 S. Fifth Street, Philadelphia, Pa.

Folio No. Shrunk. Terms, 2 to date of Del. 7/17/1917
Mr..... E. Wexelblatt, 528 Market St.

Pcs.	Yds.	Description	Price	Dollars	Cents
105	9105	Blue wing	25	1,775.	31

The market advanced before delivery and the seller, after many stalls, failed to deliver. He did, however, repeatedly promise to deliver. which was of course an acknowledgment of the contract.

Finally the buyer went out in the market and bought the goods covered by the contract. but at an advance of $600 over the contract price. To recover this he sued the seller. The seller did not attempt to defend on the merit of the case; he merely filed a defense which said in substance: "I admit I laid down on my contract, but you can't do anything to me because no written memorandum was signed by me to cover the order."

The court gave the delinquent seller the decision, ruling that the law was inflexible, and that as none of the goods had been delivered or been paid for, the contract could not be enforced unless some written note or memorandum had been signed by the seller, as in this case he was the party sought to be charged. There was no evidence of such a memorandum, therefore the buyer, though he had lost $600 by the other man's breach, had no case. The same rule would have governed the case had the conditions been reversed, i. e., if the market had declined, and it was the buyer who was trying to get out of it. In that case the inquiry would have been to see if the buyer had signed any memorandum.

A contract for goods that is worth making is worth safeguarding. The only way to safeguard it, if it is for goods of more than the value prescribed by the law of your state, is to see that the other man, or his agent, signs a memorandum of the deal. This is good advice whether you are buyer or seller, if the contract is worth anything to you.

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SOME DIFFICULTIES OF TRADE ACCEPTANCES

(Copyright by Elton J. Buckley)

Everybody who comes in contact with trade acceptances and practically every reader of these articles does in one way or another, will be interested in the following:

Albany, N. Y.

I am sure that the manufacturers and jobbers who read your articles on law would appreciate it if you should write something about trade acceptances, particularly about the question of renewing them at maturity. I find a great many retailers and even jobbers, seem to think they don't amount to anything, but can be paid when due or carried along just as they would carry along an open account. We have had all sorts of trouble controlling this looseness on the part of those signing trade acceptances, and if you were to write something about trade acceptances, and that they are practically a promissory note, it would be read by a large number of business firms, and I am inclined to think that some manufacturers might want to reprint this article to circulate among their own customers. What is needed is to make a retailer or a jobber understand that when he signs a trade acceptance he signs a promissory note, and that the renewal of it is subject to the same rules.

R. O. W. & BRO.

I know by observation that many buyers of merchandise, when they sign, at the request of the seller, a trade acceptance, have no conception that they are signing what is nothing more or less than a promissory note, subject to precisely the same legal restrictions. The main reason why these buyers feel so careless about their trade acceptances is that in many cases they are persuaded by the seller that a trade acceptance is not much more than a memorandum of the sale. Sellers do that in order to overcome the reluctance which buyers have to signing notes for open accounts. Take a retailer who has always bought on open account, discounting in ten days when he could, trying, anyway, to pay in thirty, but occasionally slipping over. One day his jobber pokes a trade acceptance under his nose when the account is only a few days old and asks him to sign it. Instantly he takes umbrage, thinking the thing a reflection on his credit. To overcome this the average seller minimizes the importance of the trade acceptance. He should therefore not be surprised when the buyer looks upon it just as he, the seller, taught him to.

The thing chiefly shows itself over renewals. The trade acceptance has a peculiar effect on some buyers. I know of cases where buyers who always paid promptly in thirty days before they started to sign trade acceptances, thought they could carry the account along indefinitely by simply paying something on account of the acceptance when it fell due and renewing it.

The difficulty of renewing a trade acceptance is this. The whole idea of trade acceptances is that through them a manufacturer or jobber can raise ready money to run his business. They were really devised more than for any reason, to counteract the growing tendency on the part of firms who were doing business on too little capital, to borrow money on their accounts receivable. The idea of the trade acceptance is that before an account is due, the buyer signs the acceptance, which is an acknowledgment of the account and an agreement to pay it at a certain date. The seller of the merchandise is supposed to take this to his bank and discount it, and the bank, after indorsing it, is then supposed to take it to the Federal Reserve Bank and rediscount it. The funds for this liquefying of business capital therefore come out of the Federal Reserve System. Signers of trade acceptances do not always understand this. They think the jobber or the manufacturer throws the acceptance in his safe, and can therefore easily renew it. Such, however, is not the case. The other day a client told me of a case in which a customer of his, who had a trade acceptance coming due, wrote asking him to renew it, and then, in confidence that he would do it, paid no attention to the maturity date on the first paper and it accordingly went to protest. Thus a nasty situation was created. The note was out of the seller's hands, having been transferred to the bank in the manner I have described, and there is now a protest fee to be paid by somebody and an adjustment to be made between three parties, two banks and the seller of the goods. The maker of the acceptance, feeling sure that his jobber won't get sore because he can't afford to, will sit back calmly and let the other fellow worry.

Some firms who have used trade acceptances have introduced the following into their forms: "I agree not to ask for renewal of this acceptance." I have no data as to how this has worked, but it is a good thing if it will work, because it gives manufacturers and jobbers an excuse to stand firm against such things.

Are you one upon whom the boss or the trade can depend? When you make a promise, do they know that you'll keep it? If they have not this faith in you, you will increase your earnings by seeing to it that they do.

"SHO' NUF!"

There's hard times down in "Gawgy."

Following is a reply received by a Cincinnati firm in answer to a request to a Georgia customer that "he remit."

"Dear Sir: I receive your letter about what I owes you.

"Now be pashent. I ain't forget you, and as soon as folks pay me I'll pay you, but if this was judgment day and you were no more prepared to meet your Creator than I am to meet your account then you sho' is goin' to hell.

"Good-by."

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"Advantages" of "City" Life

"Young Man, Young Woman, Make the Most of Where You Are"—Happiness Lies Within You

Editor HARDWARE WORLD:

I have been traveling over the country "considerable" since I last wrote you, and I have been getting the viewpoint of the city-bred man, who looks forward to the time when he "can retire to the country," and of the country-born clerk, who so anxiously is looking for the "opportunities of the city."

My! If each could only know how "well off" he is right where he is, and make the most of it right where he is.

For every advantage of the city I can name corresponding advantages of the country. For every disadvantage of the farm I can point out innumerable drawbacks to urban existence .

And listen!—I don't mean the old fashioned orthodox platitudes about the shady dells, singing birds, lowing herds, babbling brooks and picturesque landscapes either! I mean up-to-date tangible advantages that will appeal to self-interest and good business judgment.

The city worker gets more money than the farmer—but he finds it necessary to spend more.

City life is not so healthful as farm life, and the doctors' fees usually absorb a substantial part of the difference in wage between city and country. The city man works a fewer number of hours than the ruralist—but he wastes more time in going to and from his work.

Diversions and amusements to fill the leisure hours cost more money in the city than in the country and yet they are neither healthful nor permanently satisfying. The city dweller has more opportunity to attend the theatre but he can't sit through the average show. After all, pleasure is relative. I'd give anything if I could enjoy a six cent movie like the fellow from the country and the small town.

If They Only Knew

The man who becomes so case hardened, sophisticated and worldly wise that he can't enjoy a second class melodrama is to be pitied rather than envied. The country man worries because he hasn't access to the places of amusement afforded by the city. The city man on the other hand grows tired of life because these same places of entertainment have lost their charms. His pleasures are not satisfying—they are disappointing and frequently harmful as well as expensive. His net income shrinks to nothingness and he becomes imbued with a spirit of unrest and disappointment.

Man's capacity for amusement is indeed limited. Unstinted pleasure does not exist in the city any more than it does in the country.

The city man's vision is bounded by high buildings—the farmer sees the real side of life.

From a standpoint of physical exertion, the farmer works harder than the city man, but nature has endowed him with sufficient strength for his work. He does not come as near working up to the limit of his strength as does the average urbanite. And again, by reason of his strenuous, natural and regular life, his health and longevity are assured.

Highly specialized labor in the factories is nerve racking. When a man does only one small task over and over again, day after day, year after year, he becomes a mere automaton.

There's not much question in my mind but that many factory employes as well as a number of our dyspeptic, prematurely aged bankers would gladly exchange places with some of the venerable white haired patriarchs who are alleged to have been so instrumental in harvesting the past season's crops—offhanded I would say that the man who exceeds the allotted three-score-years-and-ten is lucky to have any hair at all!

The restless farmer boy complains of his isolation from the rest of the world—but this same isolation creates in him an independence and individualism that makes for strength of character.

The city man is only one of the masses—the farmer is received by his fellow-farmers on his merits as a man. For some reason or other the human being seems to count for more on the farm than elsewhere.

When you get right down to it, the average farm hand comes much nearer being his own boss than does the foreman, superintendent or even manager of the average industrial enterprise.

The farmer gets his rent either free or at cost—the city man pays a fee large enough to cover the profiteering of both property owner and rental agent.

The farmer may have a crop failure on account of weather conditions—but the city chap may lose his job without even a cloud or a weather report to warn him of the impending danger, and ofttimes the industrial employer is more uncertain and erratic than the Providential Control of the elements!

The farmer's food reaches the table direct from the soil. In the case of the city dweller the simple act of food distribution has become infinitely more complex and expensive than the basic process of production itself.

The claim is frequently made that the city

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affords more of the real luxuries of life than does the farm, but let me ask you this:

"What is a greater luxury than good food?"

And here again the country has the best of it:

I Live in the City

I am "cafe-wise." I can call the head waiters and the cigar girls by their first names and get by with it. I can tell by the interior decorating of a food emporium just how much—or rather how little, to tip.

I can order a meal fluently in eight different languages without even muffing. My pronunciation of "filet mignon" and "au gratin" is above reproach. Without resorting to the sense of smell, I can detect the difference between Ravioli and Chicken a la King and I know better than to order Baked Alaska for a fish course!

Yes, sir. I am "cafe-wise." Whether it be in New York, St. Louis, New Orleans or San Francisco—I know what to ask for and what to expect. I have courageously delved into the mysteries of the Oriental Chef and have demolished some of the Frenchman's most startling specimens of pastry craftsmanship!

I have tried them all once—most of them twice and some of them as many as several times. But between ourselves, I haven't seen even so much as a good word picture of a fried chicken since I left the cotton belt of middle Georgia and many are the times that I would gladly swap my hard-earned knowledge of a la carte nomenclature for a liberal helping of salt pork and cream gravy!

The farmer deals in fundamentals. He has no false idols. He does not mistake the superficial for the realities of life. Country life makes for physical and moral strength—the city is the graveyard of our National Physique.

Country life may lack some of the zip and bustle of the metropolis, but competition for individual advancement is less keen in agriculture than in other industries. With an equal amount of energy and enthusiasm the young man of today can get his name on the bank directorate quicker via the agricultural route than by Michigan Avenue, Broadway or Wall Street.

In the new era of agriculture, there will be innumerable openings in the line of special occupations and professions requiring a basic knowledge of agriculture and country life. There will be soil experts, plant doctors, health experts, pruning and spraying experts, forest specialists, farm machinery men, efficiency experts, drainage and irrigation engineers, recreation instructors, market counselors, etc.—not to mention advertising men!

But before I go any further let me repeat that I live within the shadow of the skyscrapers. Piety is popular and it is highly unbecoming for me to prescribe a panacea for the ills of the farmer.



"I LIVE IN THE CITY"

Yes, I am of the city. I am one of the masses—only one out of the eighty million urban dwellers.

As Frederick Irving Anderson would express it: Two out of every three hours that I toil for my daily bread are devoted to the intricate process of bringing that same bread from the farm to my table.

Around me are clerks, stenographers and bootblacks. There are thousands of merchants to supply wants and relieve me of my money.

Carpenters, masons, plumbers and artisans of a hundred specialized trades await my beck and call—for a cash consideration.

Lawyers, doctors and ministers are readily accessible for my material and spiritual needs. Actors, musicians, dancers and buffoons are supplied to keep me happy—all for well disguised purpose of permitting me to live in order that I may toil!

My home is in a 16x30 apartment. My window opens on a closed court. I am never wakened by the morning sun. I pay a premium of $75 per month because there are ten square feet of close cropped grass at my doorway. I work ten hours, sleep seven and spend the remainder of the day sardined in a trolley car.

Light, air, fuel and water, the bountiful products of nature are fed to me through leaky metered tubes. Vacuum and gravity are harnessed for my light housekeeping. The munic-

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ipality, of which I am a member in good standing, disposes of my waste paper and cigar stumps, attempts to regulate the noise and stench; inspects my food; guarantees me so many cubic feet of impure air to sleep in and brings me a ladder in case of fire!

Smoke is plentiful but ozone is at a premium. I suffer from culture pains, but the city vaccinates me, looks after my eyes and teeth and will even supervise the intellect of my children should I ever find time to raise any!

And again, the city sweeps my streets, trims my shade trees, counts me at birth, at marriage, at death and at the polls. It fumigates me; makes music for me in the parks and admonishes me to keep off the grass!

I am inspected, solicited, suspected, examined, informed, directed, required and commanded at regular intervals.

And all that is left for me to do is to work ten hours a day and keep on good terms with the janitor. The paternal mechanism continues to extract its tithes by a process that is at once so complex and so lulling that it borders onto the mystic and I am repeatedly told that this is the life.

I buy bread by the slice, potatoes by the quart and eggs one at a time. I drink milk that is alleged to have come from contented cows—via the condensing route!

At breakfast I partake of a startling specimen of near-food closely resembling a mixture of bran, excelsior, saw dust and husks!

Up-to-date eggs are unknown and at noon time it is a malted milk or a cheese sandwich. The evening meal consists of the rear hind quarter of a cold storage fowl with a paper ruffle around the modest ankle and a seventy-five cent saucer of spinach on the side—not to mention the extra charge for bread.

Everything is sold by the minute or the ounce. When I spend a dollar for food, seventy-five cents goes for wrapping paper, string, service, interstate commerce, war tax, tips and demurrage!

Yes, I live in the city—I am an ex-resident of the tall timothy. I left the country because the things of the city were presented to me in glowing language when I was at an impressionable age. My experience is of the city. I have acquired metropolitan habits and health—my muscles are soft—my back is weak—my wind is short. I would be worse than worthless on the farm. I am a consumer. There is no turning back.

My income is barely sufficient to keep me in shredded wheat and shoe shines, but I am solicited for donations on all sides.

I have contributed to every kind of tag day that the inventive mind of man has been able to devise—from the Society of John the Baptist, the G. A. R., The Women's Relief, the Navy Club, the Red Cross, the Blue Cross, the Black Cross and the Double Cross to the Y. M. C. A., the Children's Day, K. of C., the Boy Scouts, the B. V. D., the Salvation Army and the Twilight League!

Yes, I am of the City, but during the few moments snatched from the noise and frenzied turmoil, my thoughts wander far away from the cobble stone jungle and I dream of the days of my youth; of the woodpile; the evening chores; the frozen pump; of hot dirigible biscuit, inlaid with Golden Butter that has never known cold storage; of luscious berries that may be had for the picking; of apples that have never been touched by a feather duster and the great shadowy barn with its fragrant hay-mow and its rows of soft-eyed, placid cows.

I may dream on and on—but I have degenerated into a dyed-in-the-wool urbanite. The white lights no longer attract, the myriads of amusements have long ceased to entertain. I have learned through painful experience that geography and population have nothing to do with happiness. Artifical enjoyment is a fallacy. The pleasures of life, are, after all, gained through intimate association with plain ordinary folks and work has proved itself a blessing rather than a curse. —H. G. Weaver.

STRUGGLE

IT'S bucking opposition that brings out all our best,
That hardens up our muscles and gives to life its zest;
To show we're strong enough to stick and see the battle through,
Though enemies are many and friends are all too few,
Why, it's the greatest triumph that one can ever know,
To bravely meet and overcome each great or little foe.

So if you'd feel true rapture that can never fail or fade,
Go forth unto your battle in your armor bright arrayed,
Prepared to meet what fronts you, though you suffer and you bleed,
Prepared to stake your all upon your faith that you'll succeed.
For life without endeavor and without some battle won
Has neither zest nor savor, for in struggle lies life's fun.

—William T. Card, in "Walkover Prints."

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Getting Women's Trade in Small Towns

Merchants in Interior Towns Often Neglect Sales Opportunities

"MARY, where did you ever get that pretty white mixing bowl?"

"Oh, you mean that one over there on the oil stove cabinet. I got it down at Brown's Hardware Store the other day. I went in to buy a paring knife and they had such an attractive display of white enamel ware that I simply couldn't resist the temptation to buy a couple of pieces, and this is one of them. Yes, I think it's very pretty, too—that was just what appealed to me when I first saw it; they're so white, and clean, and nice to look at."

"Well, I certainly am glad I saw that mixing bowl of yours, and I will surely go down town tomorrow afternoon, for there are several pieces I need, myself. I didn't imagine they had such nice things in that hardware store. You know, I somehow think of a hardware store as a place where men buy fishing tackle, guns, tools and such things. Now I must be running along. Come over and see me some afternoon, soon."

The foregoing conversation is one which is typical of any two housewives right in your own locality.

It goes to show the possibilities for cultivating the patronage of women customers.

You know it is claimed that the bigger part of retail purchases are either made by women, or are influenced in part by them, so isn't it all important that we hardware men see to it that these women know what numerous things we have for their homes, here in our stores?



A. H. VAN VORIS

A retail merchant of Cobleskill, New York, being located in a small town, realizes the problems of the small town merchant. In this article he has written in a helpful and instructive way how merchants located in interior or small towns can not only increase their sales and extend their trade, but overcome their difficulties. This article is well worth reading by everyone, be he a small or large town merchant. There are ideas and suggestions for each one.

Take this very store in question—the one about which these two housewives were talking—this hardware man had one good and one bad point to his credit. He surely had an attractive line of kitchen utensils, as evidenced by the conversation of both women, but he must have been negligent in his window display and in his advertising, since neither of them knew of this merchandise, except by chance.

Sales That Might Have Been

How many more sales, along the same line, might have been his on that same day, if he had made a neat display in his windows and had coupled this with a fetching advertisement in his local papers, illustrated with some of the electros which are furnished to hardware dealers, free, by Associated Manufacturers of enamel ware?

Aside from electros, they have a set of window display cards, also furnished free. This is a fine kind of manufacturer-dealer cooperation, and is merely mentioned by the writer to show what results can be obtained when these two put their heads together for the purpose of increasing the dealer's sales.

There are so very many things in the hardware line of direct appeal to the housewife. Why should they so often think of our stores as places where men buy guns and tools, auto supplies and the like?

Perhaps the old-fashioned hardware store of days gone by did cater too strongly to men. It is no longer true of our modern stores, with their many items of interest to women customers.

Getting Hot Weather Appliance Trade

For instance, summer is almost here; we have already had some hot days and lots more of them are scheduled for us in July and August.

Those of us doing business in the smaller towns, where our customers cannot experience the advantages of city gas range, know full well that a kitchen range going full blast on a hot summer day does not make for comfort for the busy housewife—not by a long shot. We can ring up many a sale and accordingly win the further esteem of these good women by installing an oil cook stove outfit in their kitchen.

Oil Cook Stoves in Demand

An oil cook stove is a wonderful thing in hot weather. It is very possible to work up a very profitable trade in this class of merchandise during the summer months; the writer has had no little experience with this line for several years, and feels particularly enthusiastic regarding making it a leader in the summer

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Now is the Time

to think about your Oil Cook Stove for summer. If you wait till hot weather, you will miss a great deal of convenience when your range fire is out or very low.

Quick, instantaneous action is the kind you get with a

Florence Automatic

It means **MORE HEAT** and **LESS CARE.**

Easy to light. Flame close up to Cooking.

You can see the Oil Supply.

Heat Easily Regulated.

Once use a **FLORENCE OIL COOK STOVE** and you will have not only a comfortable kitchen, but the convenience of a Stove that is ready day or night at immediate notice All models in stock now Call and see us.

I. VAN VORIS, - - COBLESKILL, N Y.



HOUSEHOLD HARDWARE



Among the many useful household appliances to be found in the Hardware store are two time and labor saving devices

Sewing Machine

Electric Washing Machine



The STANDARD Sewing Machine is one of the very finest articles we could offer to you, Mrs. Housewife. It's not only "STANDARD" in name, but also in make. Think of the economy and convenience of one of these 'sit-straight' models in your home.

The 1900 ELECTRIC WASHING MACHINE is unexcelled for doing clean washings in a short time, and without wear on the clothes.

$10.00 DISCOUNT from the regular price for the month of January, thus making you a special cash price of $75.00.

I. VAN VORIS, - Cobleskill, N. Y.

Merchants in small towns often say they don't know how to prepare their advertising. The trouble with most merchants is that they try to make too much work out of it. They have an idea that because a publication reaches a large number of people they have to talk in their advertising as though they were addressing an audience. They fail to realize that one man or one woman at a time reads their advertising.

If they would talk in their advertising as if they were talking to one man or one woman in person, realizing that advertising is nothing more than salesmanship, it wouldn't be difficult.

Mr. Van Voris lives in a small town. He is what is termed a country merchant, yet there is an appeal about this advertising that not only proved its value, but that is plain, everyday common sense. We recommend this style of advertising to our readers in the small towns.

time. It isn't too late to think about it, right now, either.

First of all, the big essential is to select a well-known and absolutely reliable brand of stove; get to know this stove thoroughly, and then get behind it and boost with all your merchandising and advertising effort.

Last summer we sold four different nationally advertised makes; this year we are stocking only two of these makes, as we find we can get better results by centralizing on these two. Of the two, we have a marked preference for one, and this one we feature in our advertising and store display.

There's an Advantage in Featuring One Make

If you select a good one, and convince the manufacturers that you mean business, you can probably secure exclusive sales territory in your vicinity, and this means that no other dealer is going to reap the reward of your work. You can get helps in selling from the manufacturer's salesman when he calls at your store, and by studying up on the sales literature, you can learn all the details of its construction and operation. Soon you can become an authority on oil cook stoves in your community, and don't you worry for one minute about the sales coming your way, when you get the women folks telling each other what a wonderful cook stove you carry; how quick it is in baking a cake, and how easy it is on oil, and so on.

Local advertising and display will make it known to your customers that your store is headquarters for oil cook stoves. Personally, we find it a good investment to run a movie slide in the local theatre, and to have illustrated circulars and booklets distributed from door to door, occasionally, in addition to our regular newspaper advertising.

Always Ready to Demonstrate

We keep an outfit, consisting of a three burner model, with cabinet top and two burner oven, all set up and ready for demonstrating, just inside our front door. It attracts lots of attention, and with oil in the tank, it is ready to light at a moment's notice. This practical demonstration is generally very effective in closing a sale. Your customer, if she is a likely prospect for the purchase of any make of oil stove, is invariably interested and quite willing to let you show her why you believe your stove is the best one for her.

You can very soon demonstrate how your stove will boil a quart of cold water in less than ten minutes' time; such practical proof as this goes a long way toward convincing your customer, we find, and this is only one of a dozen or more, which you can work out, yourself, and thus become perfectly familiar with, in your own store.

Show her the sight feed in the glass window of the oil tank, and explain just how this oil passes down through the pipes and up to your burner, and tell her how she can always be sure that there is oil for the burner, if there is a supply to be seen through the window of the tank. These little simple things often carry more weight with them than you imagine.

Merchant Speaks From Experience

The writer has had one of the stoves which we feature, in his own kitchen the past five years, and during this period has come to learn most of the working points of the stove first-hand. A daily performance over such a length of time is about as convincing as anything possibly can be, and it's that kind of information which we are able to pass along to our customers.

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Washing Machines a Necessity

But an oil cook stove is by no means the only thing of real value and convenience which you can feature for Madam Housewife. There's the washing machine. Again, we have found from experience that it pays to specialize on one make of machine. The one we push is a nationally advertised machine; one which is made in a half dozen different models—hand machine, electric, water motor, gas engine—and we have secured exclusive sales rights for this make in our vicinity.

This matter of sales territory is very important to us, for we can then feel sure, after spending no small amount of time, money and energy in working up a trade, that no other dealer near us can cut in with the same product and reap the rewards of our work in developing sales for this particular product. As in the case of the oil cook stove, we always have a washing machine on display in a prominent place in our store—two of them, in fact—a hand and an electric machine.

We have sold this particular make for a dozen years or more; the writer has personally visited the factory twice, and in this manner has come to know quite a bit about the construction and materials which go into the manufacture of the completed article. We find that women prospects are more interested in operation than in the construction of the washing machine, but it often happens that the husband makes the purchase; he is the chap who wants to know how the machine is built, for he is interested in estimating its condition ten years from now.

Inducements to Cash Customer

We attribute no small bit of our success in the washing machine business to the fact that we have long made a special cash price to cash customers. This amounts to a discount of three dollars on the hand machine, and ten dollars on the electric model. This naturally appeals to any prospect who is prepared to lay down the cash at time of purchase.

We go a step further with local folks, whom we know, and deliver a machine to them, without one cent payment, and let them do a couple of washings with it, in their own home, so that they can satisfy themselves that the machine will bear out our statements regarding it. If you are inclined to doubt the wisdom of such business, I can only present the facts: In 1920 we had only one machine returned to us, and this by a woman who had rheumatism so badly in her arms and hands that she gave up all hopes of being able to use a washer at all. So we didn't feel very badly about it, would you?

I might mention that we stock three other makes of hand machines, but we do not display them on our floor. They are stocked to meet the question of catalog house price competition, for there is an occasional customer who will not listen to the common sense of quality and utility, and when such a customer bases her judgment entirely on price, and will not listen to reason, we are ready for her with one of these other three makes just referred to.

Sewing Machine Sale Opportunity

Then, there is the sewing machine. This is one of the most convenient of all labor saving devices for the household. It is more than a matter of convenience—it is a big money saver. Dress-makers' bills are done away with, and with a sewing machine right handy in the home, there are a thousand and one things which can be made, by using the different attachments, which would otherwise be prohibitive or unknown to the customer. The other day we sold an electric motor for a sewing machine we had previously sold, so it often goes that one sale makes another. Indeed, it is a privilege to us hardware men to bring so many splendid things into the homes of our customers. The customers are delighted with them; we reap the profits, and everybody's happy.

HELPING OTHERS

If you know a thing worth while, speak it out.
If you think a thing worth while, write it out.
If you know, and think and write, you will give somebody light.
Do it with your might—think and speak and write it out.

There are things we ought to know, but we are so very slow
To get down to study hard and to thought,
That we let the time slip by, scarcely know the reason why,
And we do not do for others as we ought.

So let me state a fact, and confirm it by an act,
Or confession deeply, now 'twixt you and I,
If I can make you see as the thing appears to me,
We will help some needy person, 'ere we die.

Now, it appears to me, that we both ought to see
That the thing to do is what we know is right.
If we follow out this plan, we will surely act the man,
And do no one an injustice in our fight.

Take the other fellow's stand and view it from his place;
Don't hurry to get back into your own.
Feel and know what he has felt, and see it face to face,
And then, perhaps, you'll know as he has known.

Bear his burdens for awhile, feel his sorrow for a time;
Do not haste to lay the weary burden down.
Keep underneath the load, and it will do you good
To remember—you, at last, shall win the crown.

So if you want to know the thing that you can do
To help the other fellow win the fight,
Stand up beside him strong, help him to conquer wrong.
And he'll beam with joy and gladness at your sight.

Hard work builds greater bodies than it destroys. It wears away old tissues, and nature builds them up again, stronger and greater than ever.

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BAD BOOKS AND MAGAZINES

Books wield a powerful influence over the thoughts, beliefs and deportment of their readers. On youthful minds they impress their contents upon both taste and character. A bad book read by a boy or girl is never forgotten. Smut sticks like glue to its readers, even when the memory of it becomes offensive. The mind is the spirit, the intellectual disposition, the conscious inclination of a person. It harbors all sorts of thoughts—likes and dislikes, passions, shifting tendencies to both good and evil things. It is the most sensitive possession of rational beings, open to every kind of impression, and susceptible to a high degree of training. It grows with what it feeds upon, through observation, conversation and reading.

A degrading branch of the book trade is plied furtively by panderers to licentious habits of thought, supplying reading of exciting and sensational character, written to influence passion and gratify depraved tastes. A book of this sort in the home, read by a boy or girl, is about the most demoralizing thing imaginable on immature minds. With these sex books usually goes the literature of crime, in which resistance to authority, the exploits of gunmen, burglaries, and other crimes are depicted as necessary and commendable under provocation, and righteousness is always held up as weak hypocrisy.

The moral sought to be conveyed to lovers of the home who would keep it sweet and clean, is this: Guard well your own reading, and that of those whom it is your duty to protect from evil. Know what books are in possession of your boy and girl, and acquaint yourself with the character of the magazines they read, for the genius of the devil finds the printed page one of his most fertile investments.

LEISURE AND CRIME

With the increase in leisure time there has come an unprecedented increase in crime. The situation is too serious in some sections for the organized forces of law and order to control. The situation borders upon that which prevailed upon the high seas when pirates thieved and murdered at will.

It is the duty of every man and woman to give immediate and sober attention to this wave of crime now disgracing our country. It is for us to insist upon our city, state and national officers to provide cleaner places of amusement, more parks and playgrounds, street lighting, libraries and all that reduces the temptation for men and women to go wrong.

History bears witness to the fact that leisure time has broken more nations than it has made. But this is due to ignorance, not to the blessing of leisure time profitably employed.

—N. C. R. News.

"FEARFULLY AND WONDERFULLY MADE"

You have often heard that expression, but perhaps never realized how true that is, even in only its literal physical sense (not to mention the spiritual side, which is even of greater importance).

But it is interesting to know your constituent parts, even though from a merchandising standpoint one might be more valuable if he was "rendered up," as one says of an animal.

As for that, it is for each individual to determine. Taking a person weighing 150 pounds and in normal health, we find that he will contain 54 ounces of phosphorus, which is enough to make 600,000 matches, enough fat to make a 15-pound candle, and his 22 pounds of carbon would make 180 dozen of lead pencils or carbons for a number of arc lamps. There is enough iron to produce a spike large enough to hold his weight, and there is approximately 3500 cubic feet of gas, oxygen, hydrogen and nitrogen, which would be worth nearly $4.50 for illuminating purposes. If you were to distill this man, the result would be nine and a half gallons of water. The body also contains two ounces of lime, 20 spoonfuls of salt and considerable quantities of starch, chloride of potassium, magnesium, sulphur and hydrochloric acid.

It is an astonishing fact that a thousand eggs with their shells have the material essential to the making of a 150-pound man, in all detail from cerebral tissue to toe nails.

BALLADE OF YELLOW PAPER

Hope springs eternal! Well it may;
Let's hope that it may go on springing!
For who could live another day,
Without its optimistic singing?
With all this deadly doleful dinging
Of blood and tears and crazy capers
That greets us at each day's beginning—
If we believed the yellow papers!

Best not believe a word they say,
Their mud and blood forever flinging,
If we would go our peaceful way;
With all their stenches and their stinging,
We cannot 'scape some poison clinging;
How keep alight our moral tapers,
Or our immortal souls up-winging—
If one believed the yellow papers!

How work, or meditate, or pray,
Within our ears this Babel ringing?
How can we have the heart to play,
With all these woes our bowels wringing;
Each pestilent edition bringing
New filth to feed the gossip-gapers,
The long-eared public clyly "stringing"—
If one believed the yellow papers!

L'Envoi.

Prince, they talk much of your un-kinging,
These world bashaws and scandal-shapers;
Believe them not—we'd all be swinging,
If one believed the yellow papers!

—Richard Le Gallienne, in "Life."

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The New Army of Paint Users

(By L. E. Porter)

WITHOUT a doubt, the word "economy" is the most used word in the English vocabulary today.

The big industries by no means have a monopoly on practicing economy. The housewife, the family man—yes, the public in general—are also watching the corners and making the dollar do extra duty.

With few exceptions, the tendency of this practice is to make Mr. and Mrs. Public wear last year's suit and repair their shoes instead of throwing them into the discard when they become worn.

In short, they are going to look as up-to-date and as respectable as ever, but they're going to do it with less expense.

Old Slogan Reversed

That old time alibi, "It isn't the initial cost—it's the upkeep," has been reversed to, "It isn't the upkeep—it's the initial cost."

Each passing day sees the already long list of economists lengthened and the followers of this spreading creed are finding it more healthful, both physically and financially, to improve what they already have rather than invest anew.

I am of the opinion that a great deal of the American family's conversation runs something like this:

"John, I wish you'd do something about the children's shoes. They need new ones badly."

John holds inspection.

"Humph! Uppers are good yet. I'll take 'em down to the repair shop in the morning.

"Say, Helen," he continues, "I was looking at a new car today. I have a notion to trade—"

"We can't afford a new car this year, John, and you know it. Why don't you paint the old one? Mr. Smith refinished their car and it looks like new."

"Not a bad idea. And while I'm doing that, I'll go over some of the chairs and table."

The wife's eyes brighten.

"Oh, I wish you would. The wood-work and floor really need paint, too, but I don't suppose—"

"Sure, why not? Fix all up while we're at it. Make out a list of the things you want painted and I'll get an estimate on the paint."

Now Is the Opportune Time

And the first thing John's neighbors know, he's throwing paint all over the lot. It takes no little amount of paint, too, to cover the house, barn or garage, chairs, tables, wood-work and floors, the car and Bud's red wagon.

Some of our trans-Atlantic friends have said that we Americans are restless. When we question this statement indignantly, they dig up statistics which show that between 9,000,000 and 10,000,000 of us move from one house or building to another every year.

Right here is the paint dealer's real opportunity to perform a genuine service to the consumer and reap corresponding profits.

Why? Easy!

Moving time is paint and varnish time.

Furniture and other effects are invariably bruised, chipped, rubbed or scratched and only paint and varnish can put them into condition again and make them look like new.

New tenants demand improvements. Houses are painted, wood-work and floors refinished; the world brightens up; everybody carries a paint brush. The National Anthem is, "Paint! Paint! Who's Got the Paint?"

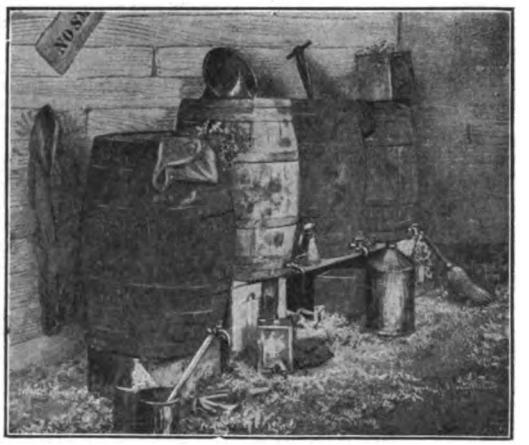
Dealers, Awake to the Opportunity

Summer is here and "in summer time a young man's fancy lightly turns to thoughts of—paint." It's up to you to fan the flames of enthusiasm and cash in on the results.

If I were a paint oil dealer, I'd make a big drive for spring business, which consists of house painting, refinishing of porch furniture, automobiles, beautifying fences, lawn swings, etc., etc.

First of all, I'd plan my window display. I'd hunt up the handy man of the town and have two of each of the following models, cheaply but neatly constructed—house, garage, barn, lawn swing, chairs and table.

Then I'd buy two toy automobiles at the ten cent store and proceed with my window. The one set of models I'd paint in pretty, harmonious colors until they glistened. The other set, I'd make look as tumbledown and displeas-



Here is a too oft example of how many merchants not only lose money, but largely increase the hazard and risk by fire. Moreover when oil is kept in this manner it encourages carelessness and sloth among those who have to do with it.

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ing as possible, giving the articles a coat of poorly applied paint of some dull, uninteresting color, and scraping part of it away with a knife.

Then I'd arrange these two sets of models in my window with appropriate lettered cards, calling attention to their difference in appearance and how a coat of paint had inexpensively worked the wonders. I am confident my window would attract attention, and that my paint business would boom during the spring and summer months.

Fall and Winter Not to Be Overlooked

Then, in winter, when the paint business is rather quiet, I would arrange a small display on interior decorating; beds, chairs, tables woodwork, etc., would all come in for their beautifying, and I'd hook up my displays for both winter and summer with timely and forceful advertising.

However, in your zealous campaign for business do not forget the foundation of your present success—good merchandise and service.

Do not forget that the hardening and spreading qualities of paint, as well as its properties for resisting the elements, depend on the pureness of the mixing oils.

Do not forget that a clean, up-to-date store, with its inviting appearance, is an important factor in drawing the trade. And after the business begins to come your way, don't lose sight of the fact that the customer wants all that is coming to him for his money.

Those last three paragraphs are simply another way of saying: "Look to your oil storage!"

Store Facilities Necessary

Storage is an important factor in conducting a profitable paint department or store. Let us consider the advantages of modern facilities —protection to merchandise; accuracy in measurement; economy, cleanliness, convenience and safety.

I have already spoken of the necessity for the mixing oils to be pure. The modern storage system, consisting of steel tanks and pumps, keeps its contents from becoming polluted with dust and dirt, water, sticks and other foreign matter.

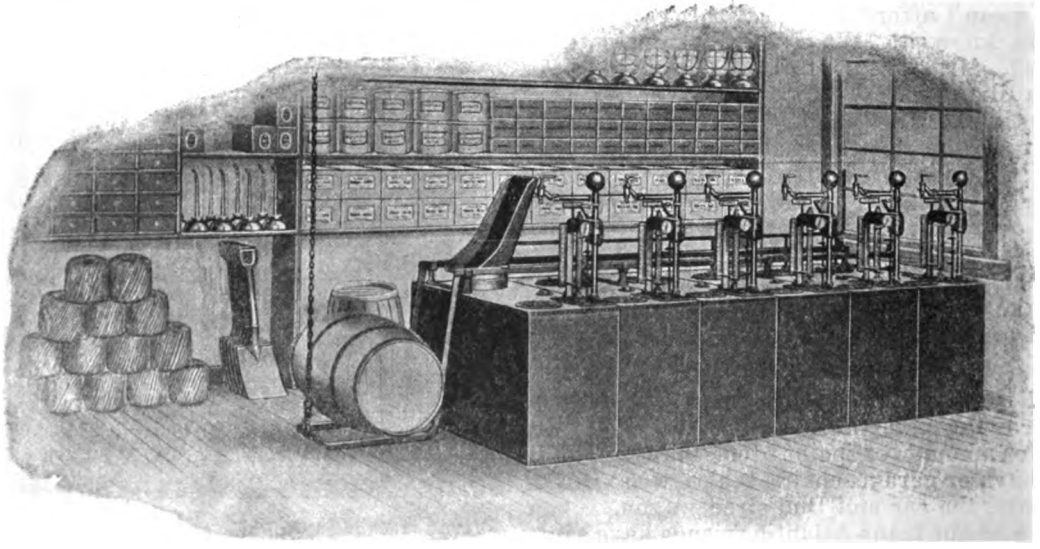
Then, there is the question of dispensing oils in accurate quantities. Trusting to battered and oil coated tin measures is courting one of two things—short measure or over measure—either of which is considered poor business. The customer kicks on the former and the proprietor has reason to complain of the latter.

A storage system equipped with self-measuring pumps eliminates all guess work. Any quantity, from one gallon to a half-pint, can be discharged directly into the container, and with a few turns of the crank. Even odd sized containers can be filled without spilling or waste.

Thirdly, is the item of cleanliness. It was not so many years ago that the paint department was an excuse for filth in any form. Oil and paint covered the floor; cans, pails, measures and funnels, twice their normal size from countless coats of paint, were strewn all over the place. Barrels, empty, full, sticky and leaking, were piled around the room. No movie cyclone ever caused more havoc than the appearance of the paint store-room portrayed.

Call on the paint dealer today and you are at once impressed with the orderly arrangement of the business. Walls and floors are clean; tin measures and funnels are unheard of and across one side of the room you will find a battery of brightly painted tanks, uniformly and compactly installed and equipped with rapid and accurate self-measuring pumps.

And finally, but nevertheless of great importance, is the question of safety. Most all



We are indebted to the S. F. Bowser Co. for the illustration herewith, showing an ideal way of handling lubricating oil.

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oils are inflammable and more than one destructive fire has resulted from spontaneous combustion of rags used in the barrel method of storage and distribution.

The modern storage system tends in many ways to reduce the fire hazard; it keeps the oils in their proper place, despite any carelessness on the part of indifferent clerks, and in case of fire from other causes, the steel walls of the containing tanks are ample protection against the searing flames.

It has been proven many times over that with proper storage and distribution facilities and with snappy, up-to-date displays and local advertising, backed up by the demand creating advertising of manufacturers, the paint department of store offers a splendid opportunity for substantial profits.

You can compare the old and new methods by noting the two accompanying illustrations.

LIFE'S SALESMANSHIP

(By Edgar A. Guest)

The world is but one mighty store,
Where all that men are looking for
Is stored upon its range of shelves,
And we are salesmen of ourselves.
Each of us, as he walks along,
Would win the favor of the throng.
And each of us in various ways
Strives to deserve another's praise.

Since what is false men will not buy,
No man should ever tell a lie.
Men scorn the cunning of the cheat
And spurn the practice of deceit.
In life today it is well known
That he who sins must live alone.
While in the market honor brings
Reward above all other things.

Who seeks for popularity
Upright and manly here must be;
However great may be his skill
He must be kind and gentle still,
And must not, though he wear a crown,
Upon his fellow men look down.
Men cheer ability's success,
But hate bad manners none the less.

Youth, sell yourself, but not for gold
Or treasures which your hands can hold.
The highest price for which man spends
His days of life is love of friends.
Go forth into the markets here
And carry kindly words of cheer;
Be gentle, honest, staunch, and true,
And men shall give their love to you.

The Grandview Hardware Co., Grand View, Wash., report a satisfactory season's business.

The Hoobler Hardware Store at Lewiston, Idaho, are making extensive improvements, adding to their facilities for carrying a larger stock.

WILL HANDLE NO GOODS OF GERMAN MANUFACTURE

At the recent convention of the Southern California Hardware Association officers elected were: William Scott, president; H. E. Reeves, Torrance, first vice-president; J. A. Potter, Santa Barbara, second vice-president; H. L. Boyd, Los Angeles, secretary and treasurer.

The association likewise passed resolutions that under no consideration would they purchase or handle any products of German origin or manufacture.

OVERCOMING OBSTACLES IS LIFE

You often hear men say they would not care to tackle this job or that because it involved too much hard work, and the results were too uncertain.

Now, ambitious men find a certain fascination in attempting a piece of work which appears to be difficult of accomplishment. They seem to derive a great amount of satisfaction in carrying to completion work which others declared could not be done. Call it egotism, if you will, but it's certain that if it were not for this quality in men the world would be standing still.

You have seen men take hold of some little one-horse proposition that has been scorned by hundreds of others, and develop it into a mighty business.

Of course they have their setbacks, big and little. At times they reach the "What's the use" stage. But they are game. They get up from the spot where the last slap of misfortune put them. They are ready to fight another round, and are better equipped to win because of the first knockout. Finally they reach their goal and bow to the plaudits of the multitude. When they started out they were fools.

What have been the main factors of their success? Vision, determination, courage and the ability to throw off the effects of misfortune.

All of us have dismal problems to face. It is well to remember that when we meet with discouragement and entertain the notion that the good Lord has picked us as the dumping ground for all the grief in the world. Don't forget that the other fellow has his problems.

Misfortune in any form provides a hazard of life which encourages us in the exercise of eternal vigilance. Overcoming the obstacles that are placed in our way is life itself. It follows, then, that the men who are side-stepping the difficult things of life, instead of meeting them and conquering them, don't know what living is.

It's a sure thing that you're moving in one of two directions—forward or backward.

If you're loafing, fooling away all your leisure hours, frittering away your opportunities, wasting all your brain power on nonsense and frivolity, then you're backing up. That's dead sure.

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Impressive Campaign on Pressure Cookers

IF it were not for the laws which demonstrate the influence of environment on an individual, it might be hard to explain the achievement C. M. Dunsworth, sales and advertising manager of the Albert Sechrist Manufacturing Company, Denver, Colorado.

With steam pressure cookers to sell, naturally steam pressure develops in the sales organization. In fact the manager operates without a safety valve. He's a "superpounder." Evidence the wide-spread interest in pressure cookery and the wide distribution of the Sechrist.

Mr. Dunsworth's latest pressure test was along Pacific Coast waters. The trade wind he blew up developed into a storm of interest, approbation, and investment in Sechrist cookers. The recent whirlwind campaign in Northern California increased the number of Sechrist dealers from two to 52 in three weeks. Hundreds of cookers were placed in homes on the easy-payment plan by demonstrators who worked in cooperation with live hardware merchants in their stores. These demonstrators now remain as permanent members of the store force.



C. W. DUNSWORTH
Sales and Advertising Manager of the Albert Sechrist Manufacturing Co., who carries no safety valve on his trial runs introducing steam pressure cookers.

Our friend, Mr. Dunsworth, was busy even before he graduated from Knox College in Illinois, energetically introducing aluminum ware into the households in his assigned territory. Consistently energetic, with live selling ideas, it was only natural that this recent western campaign of the Sechrist Company, under Mr. Dunsworth, has demonstrated a sales pressure and distribution conquest thoroughly typical.

Steam pressure cooking is a comparatively new household economy. Yet the Sechrist steam pressure cooker has been on the market for several years, and the company has done a manufacturing business in Denver for nearly 10 years. Incidentally some indication of the volume of the business and the popularity of the cooker with those who are in a position to know is in the fact that $63,700.00 worth of cookers were sold in and around Denver last year. Here is a po(e)t not without honor even in his own country and its own house.

With a Whirlwind Campaign

With a new product embodying a new idea, Mr. Dunsworth has realized that the buyers must be awakened, and somewhat violently, especially in a new territory. So the company, under his direction, resorted to the whirl-wind campaign methods. With only three weeks to prepare in "lining up" the work, placing the agencies and getting familiar with the ground, A $2,000.00 campaign secured representative live dealers, had every one of these dealers demonstrating Sechrist cookers, and full page advertisements were appearing in the local papers and steam pressure cookers were in the windows and on the tongue tips in every town.

Mr. Dunsworth believes more firmly than ever that a sales campaign can be held in hard times and bring results just as successfully and as fully as in good times, providing it is planned and worked out with necessary care and wisdom.

Has Always Lived Close to Utensils

As we have said, Mr. Dunsworth began his advertising and sales experience with Wearever aluminum, for whom he was district supervisor at Chicago and later assistant advertising manager at the factory, Kensington, Illinois, There he held just such campaigns as he held last month, developing ideas in the offices of the company and then going out into different territories and trying them out.

The Sechrist Company plans to introduce Sechrist cookers into other territories in the West in just the same way, working with the dealer and giving the merchant this opportunity to tie up with the company's advertising sales promotion.

Max Norton, 404 Oak Street, San Francisco, remains as district supervisor to manage the corps of special salesmen with every dealer who will concentrate on Sechrist sales.

The O'Shea Savage Co. has purchased the hardware stock of the Winslow Mercantile Co., Livingston, Mont.

Frank J. Chapman has sold his interest in the Salem Hardware Co., Salem, Oregon, to Simon and Edward Keene.

The Tippets Hardware Co., Driggs, Ida., have recently added to their store facilities and report a splendid business outlook.

The hardware store of N. B. Taylor & Sons at Carrizozo, N. M., was recently burglarized of a quantity of fire arms and ammunition.

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BUY DIRECT FROM MINERS AND GRINDERS
At PRE-WAR PRICES

AND ALWAYS GET SAME UNIFORM HIGH QUALITY

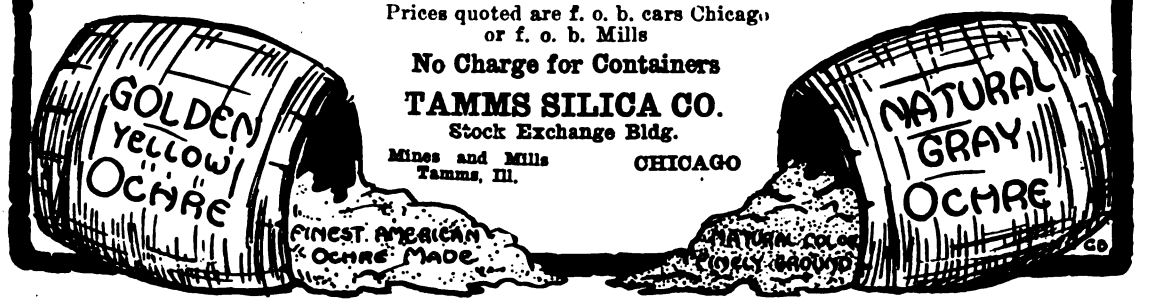
Silver Bond Silica	**FOR PAINTS—WOOD FILLERS—POLISHES** Highest grade, water ground and water floated Rock Silica. 25% mixed with pure lead makes a better paint — wears longer — prevents chalking and checking. It is not an adulterant. Also makes highest grade wood fillers. Our "Silica Catechism" will be sent you upon request and will give you further valuable information and formulaes for mixing your own paint.	**Per lb. 1½c** 200-lb. Bags or 350-lb. Barrels
Danish Gilder's Whiting	**FOR KALSOMINES—PUTTY—PAINT** Danish Gilder's Whiting is superior in color, fineness, and uniformity to Imported Whiting. It is the finest Whiting in every respect for paints, kalsomines, frescoes and putty.	**Per lb. 1½c** 150-lb. Bags or 350-lb. Barrels
Paris White	Paris White is 1c lb. higher than Whiting. A dust in fineness and light in weight; barrel weight, 200 lbs.	
Golden Yellow Ochre	Insures superior results because of its strong and clear tinting qualities. It is the Peer of all American Ochre and is very finely ground to a smooth, even texture.	**Per lb. 2½c** 350-lb. Barrels
Natural Grey Ochre	Is a natural, not a compounded color, producing beautiful fine gray tints of any shade desired. Very finely ground and strong in tinting qualities.	**Per lb. 1¾c** 100-lb. Bags or 350-lb. Barrels
IXL Metallic Brown	**A NEW DRY COLOR** A true Chocolate Brown and not a reddish brown; 61% Iron Oxide; 300 mesh fine; very smooth; Standardize this as your own individual Brown.	**Per lb. 3c** 100-lb. Bags or 300-lb. Barrels
Oran Venetian Red	A strong, clear red color that gives your tints a special individual tone. Kegs 1c per lb. higher than Barrels.	**Per lb. 4¼c** 100-lb. Kegs or 350-lb. Barrels
Italian Pumice Stone	Guaranteed to give satisfaction for all purposes. All grades from FFF grade finest to G3 grade coarsest.	**Per lb. 4c** 200-lb. Bags or 350-lb. Barrels
Superfine Dental Plaster Paris	This product is the finest Plaster Paris produced for all purposes. It is very white and very finely ground, firm, quick setting — hardens readily. The Best Plaster Paris on the market.	**Per lb. 2½c** 250-lb. Barrels 100-lb. Bags, 2c

ALSO OFFER AT VERY LOW PRICES:

China Clay—Soapstone—Precipitated Chalk—Siennas and Umbers

Prices quoted are f. o. b. cars Chicago
or f. o. b. Mills

No Charge for Containers



TAMMS SILICA CO.
Stock Exchange Bldg.
Mines and Mills
Tamms, Ill.
CHICAGO

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Mary Anne's Mother Goes Motoring

(Editor's Note.—The interest that has been aroused by Mary Anne among the HARDWARE WORLD subscribers in showing merchants opportunties that exist for the sale of various lines which they are prone to overlook, has led to further research, not only on the part of Mary Anne, but of her entire family. This month, while Mary Anne is engaged in research along a special line that will be mentioned next month, we are publishing a letter written by her mother. Evidently the entire family has become as much interested in the opportunties that have been pointed out as Mary Anne herself.

How true it is that if merchants could get the viewpoint of their customers they would be receptive to new ideas and suggestions of new lines that might be pushed to advantage. Right now, in the beginning of the motor season, merchants will find suggestions in this letter which they can doubtless use to advantage.)

DAD and I have just finished reading your last letter and had a good laugh over your description of the fishing trip with your Uncle Bob. Dad can't quite get used to the idea of your appearing in trousers, much less your Uncle Bob purchasing them for you, but I suppose if it is the thing out West for the girls to wear trousers, you wouldn't be your mother's daughter if you did not insist upon having them. Dad is real proud of your ability as a fisherwoman; in fact I think it was the big trout that reconciled him to the trousers, for he finally grinned and said, "Bet the kid looked the part, alright. Some fish that!" You know dad.

Now I have the biggest surprise in the world for you. We were going to keep it until you came home, but finally decided to tell you about it, as we are beginning to get just a wee bit lonesome. Dad's bought an automobile, a beautiful Paige, just the kind you have been wanting right along. Of course we were sorry you couldn't have been with us when we picked it out, but the opportunity came and I thought we had better buy it while Dad was in the mood, or perhaps we would be without it all summer.

Well, we packed all our things into a Boyco luggage carrier and took our first real trip last week, going down to Pine Grove for three days. Dad has learned to drive splendidly; I am really quite proud of him. Of course, this being our first motor trip, we wer not as well equipped as we might have been, but we are learning, and by the end of summer we will be experienced motorists. You can't imagine all the accessories there are, and what a joy it was to stock up for that trip.

Dad and I went down to Grafton's Hardware Store the night before, and oh, I wish you could have seen Dad's face when he saw the pile of things I had picked out. But Mr. Grafton was standing right there, so of course, he smilingly footed the bill, and I can tell you he was glad afterwards that I had displayed such forethought.



The family of Mary Anne getting ready for a trip with lines purchased from hardware merchants.



Mary Anne's mother has become as enthusiastic as Mary Anne herself over the possibilities that exist for the sale of automobile accessories.

Dad's Pile Took Ma's Pile

It takes a woman to know what she wants on a camping trip, especially in the cooking utensil line.

They had a most obliging clerk down there, too. He had been on ever so many trips like that himself and he knew just what to show us. They certainly have a wonderful display of accessories. Of course this being the spring of the year, when everyone is preparing for their outing trips, they are making special features of camping equipment, auto accessories and all sorts of sporting goods, and it certainly makes the store exceptionally attractive. I could have spent a small fortune right there.

Anyhow, we bought one of the auto camp beds put out by the Schaefer Tent & Awning Co. and the dearest little Prentiss-Wabers Camp Cook Stove, with two burners and an oven attachment that folds up. You can bake and roast on it. I had never seen one before, and I was most enthusiastic.

Careful to Buy Advertised Goods

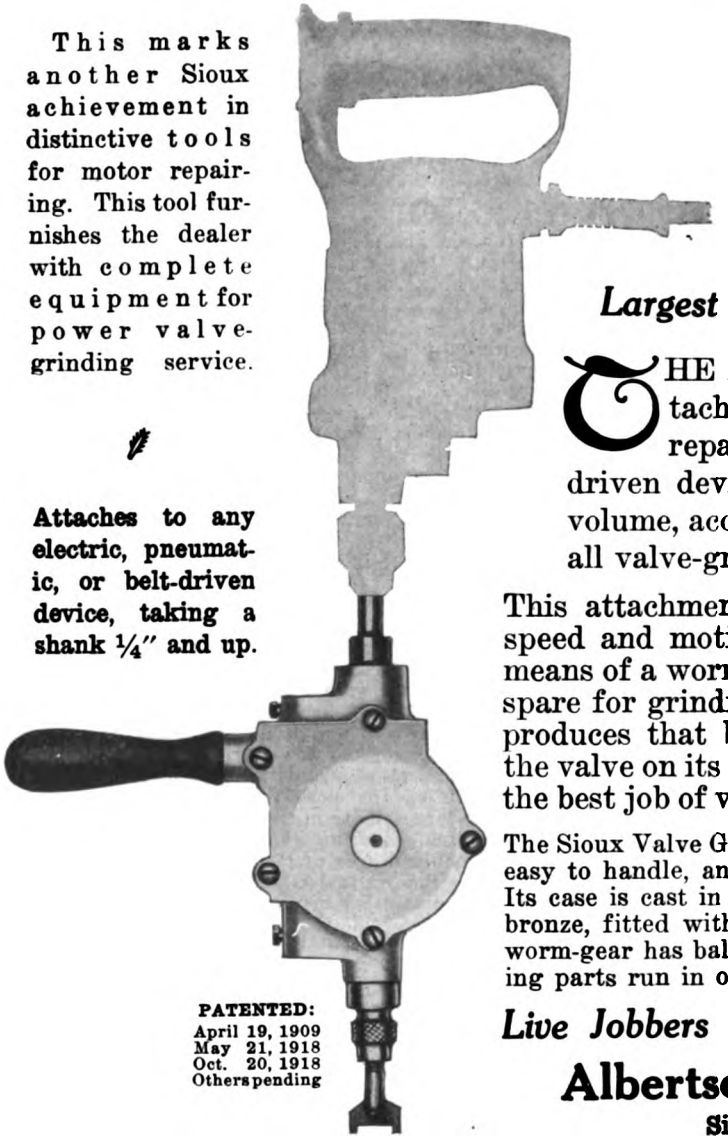
You know since you have been connected with the HARDWARE WORLD I have taken great pleasure in "meeting" the manufacturers of all these products, for somehow it seems to keep me in touch with your work. I always look to see if they are advertising with you, and feel quite disappointed if I fail to find them, for since you have sent me that little book each month, I have become almost as enthusiastic over it as you are. That last issue really gave me some excellent ideas for our equipment. Your auto accessory department is certainly a live, up-to-date one.

You praised the Hardy Camping Outfit, which you took on your fishing trip, a good deal, but we decided on a Prentiss-Wabers Stove. I know that Hardy Outfit is good, because I have seen it in action, and it will be great fun when we get together to compare notes on the merits of these various contrivances.

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This marks another Sioux achievement in distinctive tools for motor repairing. This tool furnishes the dealer with complete equipment for power valve-grinding service.

Attaches to any electric, pneumatic, or belt-driven device, taking a shank ¼" and up.



PATENTED:
April 19, 1909
May 21, 1918
Oct. 20, 1918
Others pending

Sioux

Valve Grinding Attachment

Grinds the Largest or the Smallest Valve

THE Sioux Valve-Grinding Attachment gives to garages and repair shops a light, power-driven device that will increase the volume, accuracy, speed and profit in all valve-grinding jobs.

This attachment is geared down to the speed and motion of a hand grinder by means of a worm gear that gives power to spare for grinding the largest valves. It produces that back and forth motion of the valve on its seat that is so necessary in the best job of valve grinding.

The Sioux Valve Grinding Attachment is light and easy to handle, and is guaranteed for a lifetime. Its case is cast in aluminum; its gears are set in bronze, fitted with ball bearings throughout; its worm-gear has ball end thrust; and all the working parts run in oil.

Live Jobbers Everywhere Sell Them

Albertson & Company

Sioux City, Iowa

SIOUX

Trade Mark Reg. U.S. Patent Office

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A Tireless Tire Tirade

Dad and Uncle Tom have the hottest arguments as to the best tires. Uncle Tom swears by the Hardwear Tire, says they give him more miles than any other tire on the market. Dad insists upon having Converse, and it is really hard to tell which is the best. Gracious, the arguments we have had at our house since that car came! It only remains for you and me to get together on camping equipment.

When we saw that adv. on Woolwine First Aid Sets in your last issue, Dad immediately went down and bought one, because he said he wasn't going to be caught in any fuel famine when there was such a convenient reservoir on the market. It gives you such a sense of security when you go on a long trip and know you are prepared for anything that may come. Being stranded for gasoline, oil or water is about one of the worst joy killers one could meet on a trip.

Many Mechanical Turns in Motoring

Dad always did have a mechanical turn of mind and the automobile is giving him just the opportunity he craves. He takes great pride in his Ajax Auto Tool Kit. In fact he handles those tools as a fond mother handles a delicate child. He also has one of those handy Petry Tire Pumps and some marvelous patches, so I don't think we will ever be caught unprepared.

He really didn't want to get a folding table and chairs right then. Thought we could get them later, but I persuaded him that we might just as well buy them now as long as we had to get them, so we got a Gold Medal set and they really proved a perfect boon, as I will tell you later.

We arrived at the grove about six o'clock and in no time had our camp up and our supper cooking. Dad took out his pipe and prepared for a good smoke—and there is where the dear little Gold Medals filled the bill, for poor Daddy is getting horribly fat, much as he hates to own up to it, and it takes some effort and a good, big grunt to get him down and up off the ground. I wish you could have seen him sink down into that camp chair, stretch his legs and put his pipe into his mouth. Of course, I have been patronizing the gym all winter, keeping my promise to you, but I will have to confess my little chair was mighty comfortable after all.

Close to the "Far Away" Country

It was all so wonderful, almost like a second honeymoon for Dad and me. In fact it was the first time we had been out that way for years. We had a delicious supper and sat out there under the trees until the stars came out. There is nothing so restful as one of those still evenings in the woods, especially in the spring, when the air is full of that pungent odor of moist earth and growing things. Of course we missed our girlie. Dad said more than once, "Wish the kid was here, ' and it was right there we decided to write and tell you about the automobile.

That Schaefer bed is really the most comfortable thing I ever slept on. I was quite surprised—and what a joy it was to wake up in the morning feeling so rested, to lie there and listen to the birds sing and feel the cool, fresh breeze from the lake blowing on my face. Dad was up at five and on the lake, expecting to catch a mess of trout for breakfact, but the poor dear didn't catch a thing. He was so disappointed, too. He says you will have to bring back some of those wonderful Joe Welsh leaders that you spoke of in your letter.

Even Blowouts Made Easy

Well, we did have a most wonderful week end, everything was perfect. Coming back we did have one blowout, due to a dead twig which we passed over just as we were leaving the grove, but Dad had his Reliable Auto Jack and an extra Converse Tire to slip on, so we only counted that as one of our experiences.

We have been talking about that trip ever since. It was delightful, and the best thing about it all was that I wasn't a bit nervous, even though Dad hadn't had much experience in driving. For I knew all about the Ruseo Brake Lining that is put on the Paige cars, so I had perfect confidence even when taking the steepest grades.

We have been talking about that trip ever since, but have decided not to take another until you come back.

Some Like It Hot—Some Cold

Of course there will be numerous short trips that we can take and it has occurred to me that it would be an excellent idea to get one of those Durham Duplex Fireless Cookers for these occasions and have a regular hot Sunday dinner at the end of the trip: I also saw one of the most handy vacuum freezers down at Grafton's Hardware Store the other day, just the thing for a frozen pudding or some ice cream.

I am afraid that Grafton's will get a good deal of my spare cash hereafter. It is surprising all the accessories those people carry. Why, we even bought a Chase Robe there for our trip; I did not know the hardware stores sold automobile robes until I happened to see in the morning paper that they were having a sale on them, so I went right down and bought one.

Dad and I are planning all sorts of trips for your return. How about a month in the woods for your vacation, if the HARDWARE WORLD will spare you for that length of time? We are both so anxious to have you come.

Dad joins me in sending dearest love.

MOTHER.

LARGEST ON WHITE LINED WARE

The American Stamping & Enameling Company of Massillon, Ohio, manufacture the many old reliable lines of American enameled ware in marble (blue and white). and Swedish (mottled veined). They specialize on white-lined ware, and are said to be the largest exclusive manufacturers of this product in the country.

Established for more than 30 years, the company has three large plants in Ohio, three at Bellaire and one at Massillon, covering about 15 acres of floor space in the combined area of the three plants.

Among the original trade contributions of the company to enamel ware merchants was the Corona roaster which has been widely developed and popularized since and is said to be the standard roaster in the country today.

The products of the company are sold by leading house furnishing and hardware stores, and are handled by jobbers throughout the United States. The following offices have been established: 417 Duval Building, Jacksonville, Fla.; 204 Third Avenue, North, Nashville, Tenn.; 510 Security Building, Chicago, Ill.; 302 United Security Building, Philadelphia, Pa.; 327 Magazine Street, New Orleans, La. The main office is at Massillon, Ohio.

The Bend Hardware Co., Bend, Ore., have been adding to their store and warehouse facilities in anticipation of a good season's trade.

Petterson & Co. recently moved into their new hardware building at Kingsburg, which gives them the opportunity for carrying an increased stock.

APPRECIATION OF BRITISH COLUMBIA BUYERS

We are enclosing our remittance for the HARDWARE WORLD for the ensuing three years.

We wish to tell you that we look forward with greater interest to the HARDWARE WORLD than any other trade journal we take. We will always take a close interest in it, while we are in business.

P. CLOSE & COMPANY.

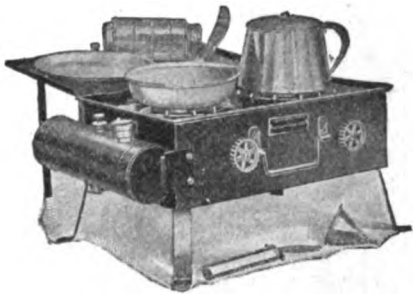
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These Selling Points

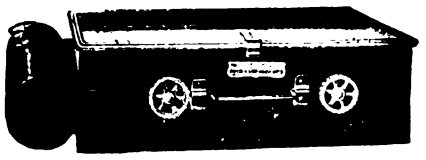
NO WOOD TO GATHER
NO SMOKE TO FIGHT

NO RELIGHTING (WINDPROOF)
THE ONLY NON-LEAKABLE STOVE

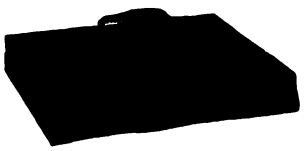


Two Burner Kit—In Use

With Equipment $17.50
Without Equipment $15.00



Two Burner Kit—Closed. Everything Inside



AUTO KAMP KOOK OVEN Fits any Auto Kamp Kook Kit and enables you to bake and roast. Folds up to 12"x 11" x 2" and weighs 5½ pounds. Price $5.00.





MAKE SALES AS EASY AS

AUTO KAMP KOOK KITS

MAKES OUTDOOR COOKING DELIGHTFUL

AUTO KAMP KOOK KITS are constructed of strong stamped steel, enameled. Hot blue flame going in a few seconds, burns motor gasoline, with Auto Kamp Kook Oven becomes a veritable range, folds like a suit case, everything packs inside—the handiest, most compact kitchen made. There is a size for every purpose, ranging from the One Burner "Hunter's Special" ($10.00) to Six Party Outfit ($47.50).

The Seasonal Demand Is Here

Dealers everywhere are predicting a big season in outdoor supplies. To insure ready sales and meet the demand, we suggest you anticipate your needs and order today.

If you do not already handle Auto Kamp Kook Kits, write us for our dealers' terms

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wis.

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THE COUNTRY'S USE OF ELECTRICITY BY STATES

Those interested in the distribution of electrical devices will find the following of use as a basis for estimating sales:

	Dwellings Wired for Electricity	Population Living in Wired Houses
Alabama	52,400	252,000
Arizona	12,920	58,200
Arkansas	48,200	221,000
California	561,000	2,580,000
Colorado	99,100	427,000
Connecticut	119,830	731,000
Delaware	9,270	43,600
District of Columbia	21,800	124,000
Florida	67,000	302,000
Georgia	80,700	396,000
Idaho	38,160	172,000
Illinois	626,000	3,505,000
Indiana	197,000	850,000
Iowa	107,000	482,000
Kansas	145,700	640,000
Kentucky	90,200	442,000
Louisiana	44,800	224,000
Maine	77,700	365,000
Maryland	50,000	255,000
Massachusetts	338,500	2,232,000
Michigan	257,000	1,156,000
Minnesota	188,000	1,034,000
Mississippi	35,600	168,000
Missouri	207,000	1,014,000
Montana	51,300	231,000
Nebraska	88,700	407,000
Nevada	14,480	52,200
New Hampshire	29,900	143,000
New Jersey	218,000	1,350,000
New Mexico	13,300	57,200
New York	440,000	4,835,000
North Carolina	49,200	250,500
North Dakota	42,300	207,000
Ohio	362,500	1,705,000
Oklahoma	60,900	293,000
Oregon	80,000	368,000
Pennsylvania	365,000	1,863,000
Rhode Island	41,800	285,000
South Carolina	51,000	255,000
South Dakota	39,300	181,000
Tennessee	54.500	267,000
Texas	218,800	1,095,000
Utah	68,600	350,000
Vermont	36,320	167,000
Virginia	90,300	461,000
Washington	200,000	960,000
West Virginia	37,200	190,000
Wisconsin	147,700	738,000
Wyoming	13,580	63,800
United States	6,291,160	33,008,500

The Williams Smithson Hardware Co., Ellensburg, are constructing a large warehouse, which will give them the facilities for carrying an increased stock. They report a good outlook.



GODFREY RUEGER WITH ROWNTREE

Godfrey Rueger has joined the organization of John T. Rowntree, Inc., and will be for the present time on the staff of the Los Angeles office.

Mr. Rueger has been a faithful and highly respected member of the trade in the west for a number of years, and his experience in wholesale buying and selling in executive positions has made him eminently qualified as a manufacturer's representative. He has been identified with such institutions as the Pacific Hardware & Steel Company; Dunham, Carrigan & Hayden, and Roth & Sons.

His pleasing personality and ability will stand him in good stead in his new connections. Mr. Rueger takes with him to his new work the good wishes and congratulations of his many friends, and among these we take pleasure in including our own.

A NEW UNIVERSAL JOINT LUBRICANT

Some car owners have difficulty in keeping the universal joint properly lubricated. This is due quite often to the use of a lubricant that is meant for other parts of the car.

According to the Joseph Dixon Crucible Company, "The universal joint, because of its centrifugal action, requires a special lubricant of its own.

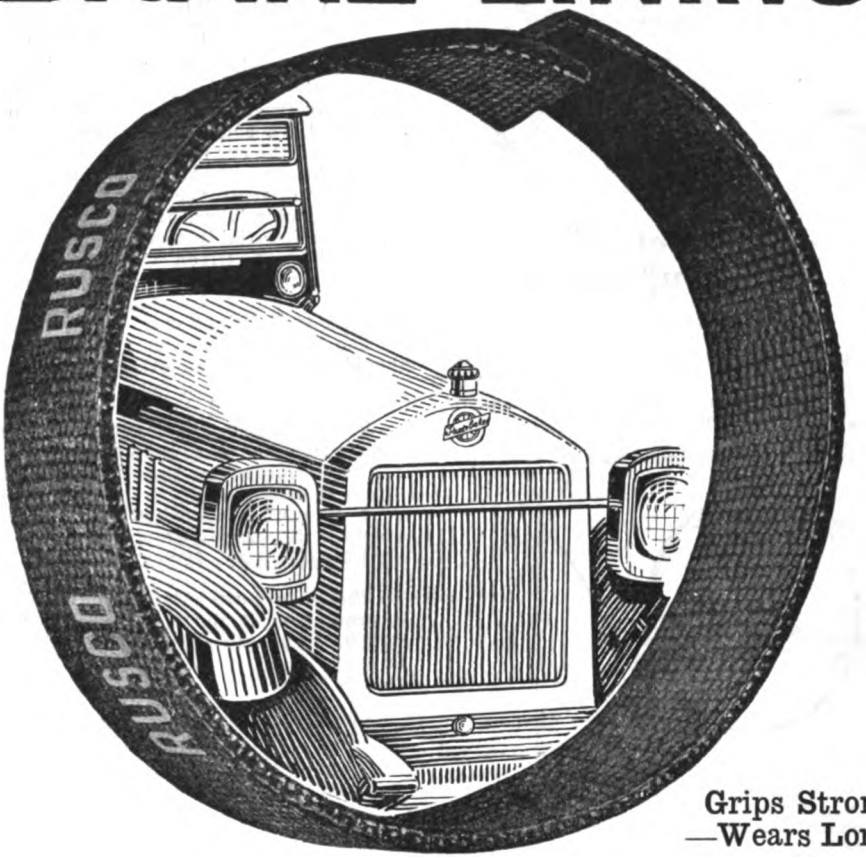
"For a long time the Dixon laboratories have been working towards the development of a universal joint lubricant, and are now ready to announce their success. It has fully met the rigid Dixon tests which are considerably more severe than actual working conditions.

"This new Dixon lubricant, grease No. 672, is a spongy grease of medium density that retains its normal plastic consistency under a wide range of temperature and climatic changes. It clings to the joint regardless of speed and without loss of its lubricating qualities.

"Dixon's grease No. 672 is now being placed on the market. A sample may be obtained by writing to the Joseph Dixon Crucible Company, Jersey City, N. J."

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RUSCO
BRAKE LINING



Grips Strongest
—Wears Longest

A Token of Value—

The mere name-plate on a Studebaker car symbolizes "even balance," "reserve power," "low upkeep" and "control."

Thus each appointment, each feature in the construction of the car is in itself a token of ***value.***

That the manufacturers of Studebaker recognize ***value*** in RUSCO Brake Lining is proven by the fact that they use it in their cars.

RUSCO is a fine lining and nets you a real profit
Recommend it for relining—with confidence

THE RUSSELL MANUFACTURING COMPANY
519 Russell Ave., Middletown, Conn.

New York, 349 Broadway
Atlanta, 60 S. Forsyth St.
BRANCH OFFICES:
Chicago, 1438 Michigan Ave.
Detroit, 162 Jefferson Ave. E.

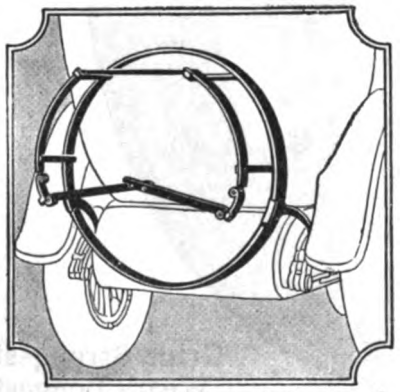
Western Representative: JOHN T. ROWNTREE, INC., Los Angeles, Cal.
San Francisco Seattle Salt Lake City Denver Portland, Ore. Mexico City

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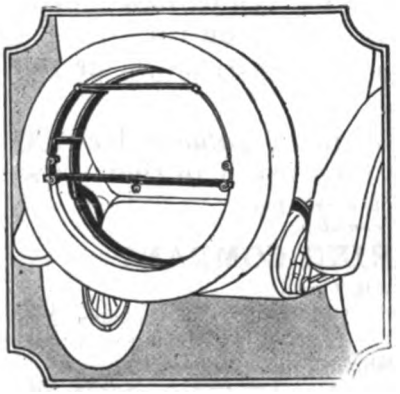


TWO POPULAR "MOTOR FIXIN'S"

The Interlock Hardware Company of New Haven, Conn., manufactures two automobile accessories that will be of interest to any car owner, and should prove interesting to all accessory merchants.



Henry C. Voight, president of the Interlock Hardware Company, is a graduate of Sargent & Company's great educational institution and has located his own factory in New Haven, right under the shadow of its parent.



Interlock tire and luggage carriers are clamped on the running board at any convenient distance apart, holding luggage of any kind securely. The carrier is made with curved ends that fit tightly around the luggage. It is said to hold firmly anything from a basket of fruit to a steamer trunk, and blend well with the lines of any car.

The other product of the company is the instantaneous tire carrier for the second spare which can be put on any car having single rim tire carrier by simply drilling four holes in the first tire carrier and riveting the second in place. It prevents chafing by clamping the rim instead of the tire. This saves tires and covers and does away with straps that stretch and often let go.

FACTS YOU SHOULD KNOW ABOUT GEAR LUBRICATION

Unquestionably the transmission and differential contain the most important sets of gears in an automobile or truck. It is through them that the power generated by engine is transmitted to rear axle and wheels and the car moved.

But because these parts are unseen and unusually difficult to get at, they are too often neglected. Noise, friction, motor labor, high fuel consumption and excessive wear invariably result.

The Joseph Dixon Crucible Company, makers of Dixon's automobile lubricants, have just published a new and extremely interesting booklet on the subject of proper gear lubrication.

The booklet contains vital facts every car owner should know. Among other things, it tells clearly and concisely just what a gear lubricant should consist of and what it should do.

Various Dixon lubricants are described and their applications shown graphically by the chart of chassis with references that explain in detail what lubricant to use in each place.

A copy of this booklet will be sent free to all requesting it. Simply drop a postal to the Joseph Dixon Crucible Company, Jersey City, N. J.

The New Butte Hardware Co. is the name of an incorporation at Butte, Montana, with a capital stock of $50,000, the directors being R. J. McDonald, Thomas Lavelle, J. D. Siemons, J. D. Haines and John E. Corette.

The Detroit Brass & Malleable Works announce that W. T. Mayfield as their southern representative, will handle both brass goods and malleable iron fittings, covering all of the South, with the exception of Texas.

KNEW WHAT IS IN THE BIBLE

One of our good Springfield subscribers who teaches a Sunday school class gives his experience:

"The religious knowledge of too many adults resembles, I am afraid, the religious knowledge of little Eve.

"'So you attend Sunday school regularly?' the hardware dealer said to little Eve.

"'Oh, yes, sir.'

"'And you know your Bible?'

"'Oh, yes, sir.'

"'Could you perhaps tell me something that is in it?'

"'I could tell you everything that's in it.'

"'Indeed.' And the dealer smiled. 'Do tell me, then.'

"'Sister's beau's photo is in it,' said little Eve promptly, 'and ma's recipe for vanishin' cream is in it, and a lock of my hair cut off when I was a baby is in it, and the ticket for pa's watch is in it.'"

R. C. Watson has purchased the interest of his partner in the Watson & Cox hardware store at Pomona. R. P. Watson, his brother, will be associated with him in business.

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"EL-WEL-TRA" TRACE CHAINS *Are Different*

"It's all in the making"

You cannot blame the cautious dealer if he insists on carrying trace chains that have been the standard for years. Experience has taught him that El-Wel-Tra Trace Chains, under the severest tests, stand up where others fail.

He has confidence in El-Wel-Tra—confidence in the Company behind the chain. He knows without a doubt that every El-Wel-Tra Trace Chain is tested to one-half the average breaking strain and the guarantee cast into the swivel further reminds him that if any chain falls short of its rated strength it will be cheerfully replaced.

El-Wel-Tra Trace Chains are formed and electric welded on automatic machines, thus insuring uniformity of construction and strength. Made with ring or hook in the following finishes: Bright, Electro-galvanized, Japanned and Electro-copper plated.

Packed six pairs of any one size in an extra strong burlap bag, convenient for handling.

Carried in Stock by All Leading Jobbers



AMERICAN CHAIN CO., Inc.

A·C·C

BRIDGEPORT, CONNECTICUT

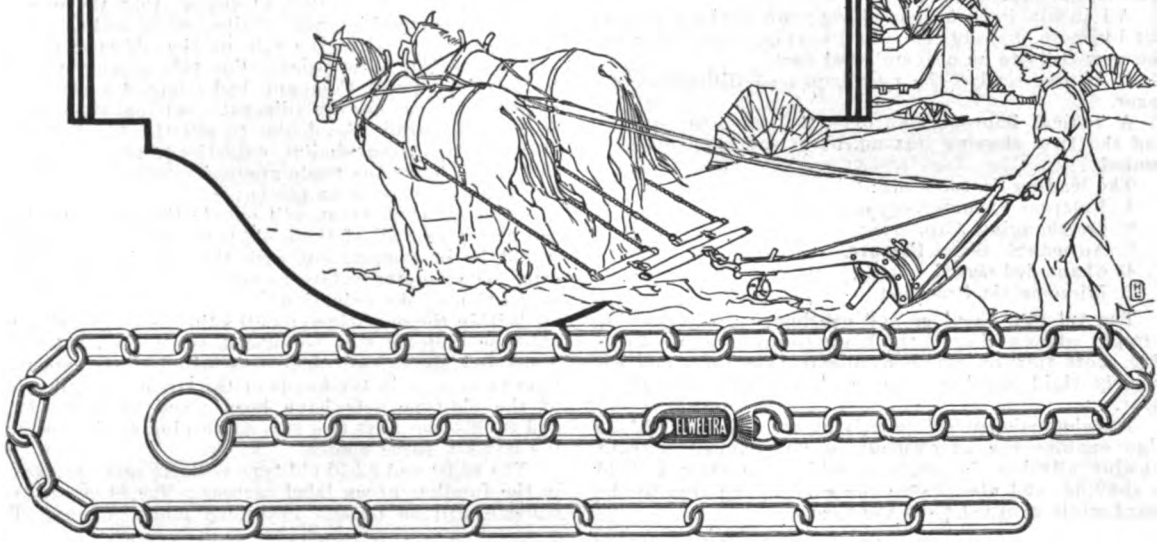
A·C·C

In Canada: Dominion Chain Co., Ltd., Niagara Falls, Ont.

GENERAL SALES OFFICE: GRAND CENTRAL TERMINAL, NEW YORK CITY

District Sales Offices: Chicago, Pittsburgh, Boston, Philadelphia, Portland, Ore., San Francisco; Southern District, New York

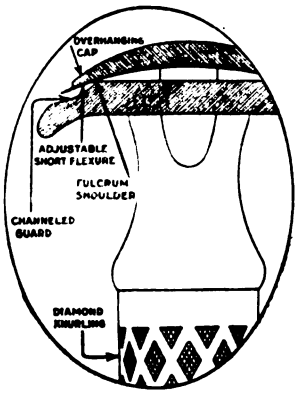
LARGEST CHAIN MANUFACTURERS IN THE WORLD



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ANOTHER TRIUMPH OF AMERICAN INVENTION

Gillette Safety Razor Company Announces the New Improved Gillette Safety Razor



On May 16 the Gillette Safety Razor Company announced to the consumer-public, through a tremendous advertising campaign, the new improved Gillette safety razor, patented U. S. A., January 13, 1920, and with patents granted or pending throughout the world.

In 1914, when the Gillette Company was called on to devote its energies to meeting the shaving needs of the armies and navies of the world, it was given its first opportunity to study at first-hand the shaving habit of men in the mass.

A committee then formed to collect and collate the data so obtained found literally hundreds of variations in the way of shaving with the Gillette.

Open adjustment, close adjustment, and every shade between the extremes.

Tight grip, loose grip. Grip with the whole hand and grip with the tips of the fingers. Grip close up under the head and grip at the very end of the handle.

Variation as much as 18 degrees in approaching the razor to the face. In short, every variation of beard, skin and temperament reflected in a man's use of his Gillette.

A group of technical experts then started out to perfect the Gillette mechanically—to make it finer and more accurate an **instrument of precision.**

Thousands of measurements and calculations had been worked out, when three remarkable discoveries were made.

These were the **Gillette fulcrum shoulder, overhanging cap** and **channeled guard.**

These three discoveries proved to be the crux of the whole problem.

For the first time in **any razor**, there is **micrometric control** of blade position.

A shaving edge rigid and straight—in perfect contact with the cap through its whole length!

Here is that thing long sought but never before achieved—a shaving edge guarded from the face but **free to the beard.**

All in all, it took some 45,000 calculations, proved out by more than 19,000 actual shaving tests, to make the new Gillette an accomplished fact.

It is now ready—the new improved Gillette safety razor.

A radical improvement over the old-type Gillette, and the **first shaving instrument of precision** ever invented.

The leading features are:

1. Fulcrum Shoulder.
2. Overhanging Cap.
3. Adjustable Short Flexure.
4. Channeled Guard.
5. Micrometric Precision.

The fulcrum shoulder and overhanging cap provide straight edges acting on the blade to produce an adjustable short flexure, which results in a straight and extremely rigid shaving edge in all positions of adjustment.

The channeled guard underlying the adjustable blade edge enables the adjustment to be changed without sensibly altering the angle at which the razor is held in shaving, and also leaves the entire edge free to the beard while guarded from the face.

All parts are made with micrometric precision in strict conformity with measurements determined by Gillette technical experts.

In shaving with the new improved Gillette the skin lies flat against the tangent of cap and guard.

The beard springs upright against the shaving edge.

The edge comes automatically against the beard at the very surface of the skin.

It cuts **square** across the hair—each hair clipped **clean through.**

Cut hairs and lather go into the channel. They cannot jam in between blade and guard and cap. They cannot clog the shaving action. The razor edge is free every inch of every stroke of the shave.

The new improved Gillette safety razor uses the well-known standard Gillette blades and greatly increases their effectiveness.

The world-famous diamond trade-mark of the Gillette Safety Razor Company also occupies a unique place in the designing of the new improved razor for the knurling on the handle consists of a series of diamond-shaped designs that form a distinctive and institutional pattern. It incorporates the general shape of the company's trade-mark in the actual product and immediately identifies the razor as the new improved Gillette.

The cases containing the new sets are constructed of the finest material obtainable and in quality of workmanship cannot be surpassed. Eleven distinct styles make up the new line. The new improved Gillette safety razor sets each have a distinguishing name.

They are the "Richwood," with wooden case in dark mahogany finish. "Bostonian," in metal case, with an added innovation that automatically raises a frame in the interior of the case, bringing to view the razor and blade box. "New Standard," genuine leather covered case. "Big Fellow," in the popular gum wood case, and with the new improved Gillette. "Aristocrat," is imitation ivory. "Milady Decollette," the set for ladies, is imitation ivory. "Tuckaway," a compact set in metal case.

The "Chesterfield" has a beautiful engine-turned case and blade box. The "Chippendale" is also an engine-turned set. The "Traveler" is a genuine leather case, containing complete shaving kit. The "DeLuxe," morocco case, contains a beautiful hand-engraved complete shaving outfit.

All of the above sets, with the exception of the Aristocrat, Milady Decollette and DeLuxe, contain razor and fittings of either gold or silver plate. These three sets are finished in gold plate only.

The new sets are packed in gold-colored cartons, similar in appearance to a gold bank note, and immediately identifying the contents as a new improved Gillette safety razor set.

It would be inevitable, of course, that the new improved Gillette which will retail at $5.00 and up, should retard or even stifle the sale of the old-type Gillette offered at the same price. For this reason, the Gillette Safety Razor Company had adopted a method of adjustment on certain discontinued old-type razors which will permit the dealer to sell the $5.00 razor at $3.50 (others at a similar reduction), and yet at the same time leave the trade approximately the same percentage of profit as at present.

Such an adjustment will enable the entire trade to sell at a profit all of those old-type sets in stock which would be in competition with the new improved Gillette. The Gillette Safety Razor Co. assumes the greater proportion of the reduction.

Within the next three months three sets carrying the old-type Gillette will be placed on the market. The cases and fittings of these sets will be less expensive than those now in the hands of the trade. Retail prices of the old-type sets have been fixed at $3.00, $2.50 and $1.00—the first two sets containing six blades, and the last set, three blades.

The $3.00 and $2.50 old-type Gillette sets are packed in the familiar green label cartons. The $1.00 old-type Gillette will be packed in brown label cartons. The

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BEACON

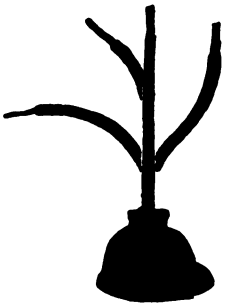


Flexible Spout

OILERS
FILLING CANS
FUNNELS

Standard Spout

MEASURE-
FUNNELS
MEASURES



An attractive and staple line affording quick turn-over and good profits. Send for literature. Order through your jobber.

MOOERS-WRIGHT CO. - 1400 Broadway, New York

Western Representatives, SPRAKE SALES CO., INC.

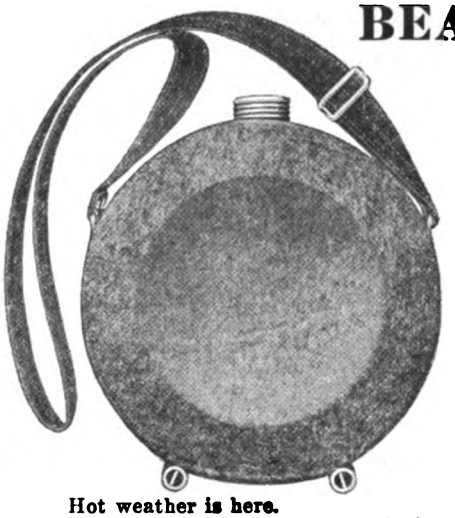
Los Angeles 216 Higgins Bldg. | San Francisco 525 Market St. | Portland 633 Railway Exchange Bldg. | Denver 504 Charles Bldg.

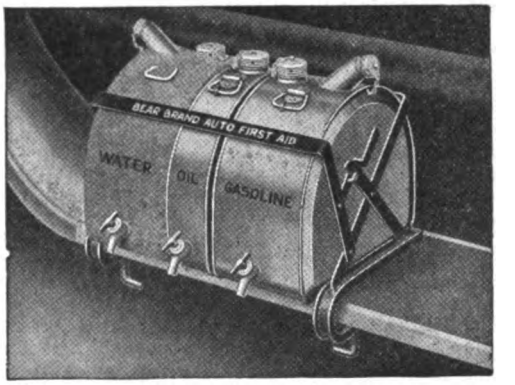






BEAR BRAND CANTEENS





Hot weather is here.
Display your canteens attractively.
They will sell if Bear Brand.

No. 50 First Aid Set

Put one of these on your own car and one or two in stock.
Your customers want them.

Send for folder—see full line—you will then insist on Bear Brand

WOOLWINE METAL PRODUCTS COMPANY

Los Angeles, California. Eighth Street and Santa Fe Ave.

SALES OFFICES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Dan M. Bell, 222 Slaughter Building, Dallas, Texas

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standard Gillette blades, used in both the new improved and old-type sets, will continue to be packed in the well-known green packages.

A campaign in advertising, announcing this triumphant achievement, will appear in the leading newspapers and magazines throughout the United States, and will in magnitude surpass any previous Gillette campaign.

To co-operate directly with the dealer, new display material and dealer aids have been prepared, and the Gillette Safety Razor Company advises that everything possible will be done to enable the retail merchant to tie-up with the national advertising and make the new improved Gillette one of the quickest turning articles in his stock.

REINFORCED REFLECTOR AUTO SPOTLIGHT



The Kolborn-Sauer Company of Fairfield, Conn., calls particular attention to its new spotlight with an outer casing to reinforce and protect the reflector.

The outer casing is made of heavy brass and a welded tube is used for the handle, joined to the lamp by a lock seam, not solder. A cutler-hammer push and pull switch is fool proof in operation and construction throughout is standard, strong and the best.

The new spotlight sells for the following prices: 114 spotlight: with mirror $6.00, without mirror $5.50; 115 spotlight: with mirror $7.00, without mirror $6.50; 120 spot light: with mirror $9.00, without mirror $8.50.

NO MORE HEADACHES FOR BLASTERS

A new explosive has recently been put on the market, the use of which does not cause headaches. This production is welcomed by blasters, because the "powder headache" caused by the use and handling of dynamite has long been an objectionable feature. The fumes evolved on detonation and the physical contact with dynamite cartridges have been the causes of these headaches, which could not be avoided. Users of the new explosive have submitted interesting reports which tell how they handled and loaded the charges without gloves and did not experience the slightest headaches. They make mention also of the evidence of more power in this powder, since fewer cartridges are required to accomplish a successful blast than is needed with the use of ordinary dynamite. On this quality of superior strength and on the non-headache feature rests a large part of the popularity of the explosive.

It is also of interest to know that the explosive is produced by a western company especially for western requirements. Particularly to those who do blasting in cold weather is the powder of value. As its name, "Giant Non-Freezing," indicates, it cannot be affected by the coldest temperatures known to man. Its properties are constant, remaining unaltered in winter as well as summer. Thawing is never required. One grade of the explosive is known as "Giant Non-Freezing Stumping" and is especially suited for blasting stumps under western conditions.

The formula used in the composition of the powder is an entirely new discovery. New explosive ingredients are used. Since the objectionable features of blasting are eliminated by the use of this explosive, its production can truly be regarded as a praise-worthy achievement.

E. K. Leuzarder of the Northwest Hardware & Steel Company of Great Falls, Montana, reports considerable activity in his section of the state. He states with a normal amount of moisture good crops are assured for Montana this season.



THE BOYCO SPECIAL

In addition to his duties as vice president of the Boyle Manufacturing Co., L. M. Boyle might well apply for admission to the American Society of Automotive Engineers, for he has become an automobile designer. Here is his first roadster, and we may safely say that it is particularly popular with the hardware trade for its all-around strength, sturdiness and perfection of parts.

Analyzing the new car, we find that all its elements have been perfected in the Boyco shops, including galvanized ware, special sheet metal parts, accessories, sundries—a Boyco product.

Mr. Boyle tells us that the salesmen for the Boyle Manufacturing Co. are hitting the road straight ahead loaded down with the 1921 Boyco quality products.

With tubs that stand the rubs,
Pans, cans, buckets, too,
And service on the side,
They leave it up to you.

Sanchez Bros. have opened a new hardware store at Ventura.

The Arlington Hardware Co., Arlington, Wash., have been paying particular attention to housefurnishing and sporting goods this season with very satisfactory results.

NEEDED BY ALL MERCHANTS

While we have not been receiving your magazine recently, we are enclosing remittance covering our subscription for the next three years, so it will not fail to reach us. We need it in our business.

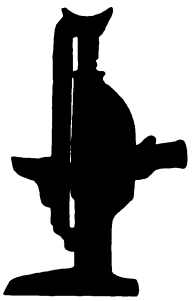
MacPHAIL SMITH HARDWARE CO.
Armstrong, B. C.

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RELIABLE JACKS

Get the Most Out of Your Summer Jack Business

by handling Reliable Jacks. A customer sold on Reliable Jacks will stay sold and come back to you for other dependable hardware.

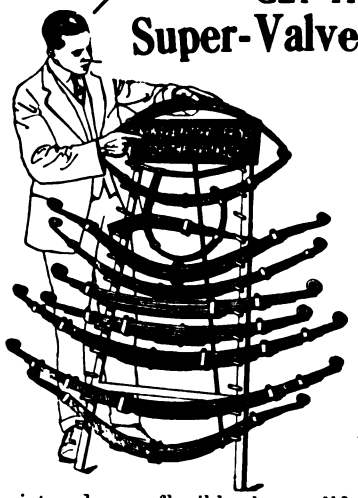


Reliable Jacks are made in varying capacities, for every purpose, from one to ten tons.

See your jobber or write us for information.

Elite Manufacturing Company
Ashland, Ohio

GET THE
Super-Valve Springs

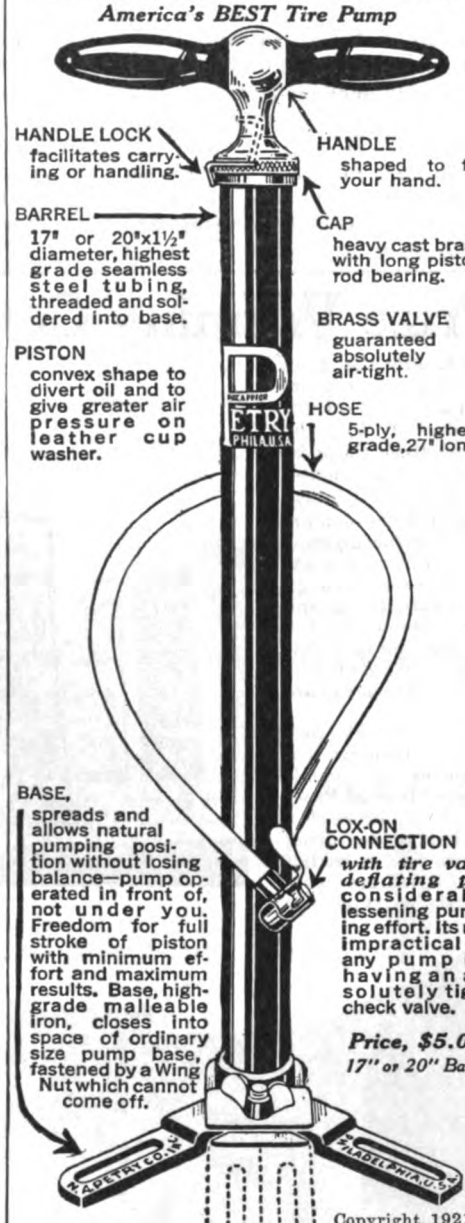


Recent expansion of our plant has shown remarkable results in increased quality and quick deliveries with prices as low as for inferior springs. Note the outstanding New Era features: Grahpited for two years' lubrication; quiet and more flexible; longer life; easier sellers and with a service that satisfies. The sum of all this is profits—generous and permanent. Write for sales plan and catalog of Spring Bumpers, Tire Carriers and Springs.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave. - Grand Rapids, Mich.

NEW ERA "BETTER" SPRINGS

THE PETRY PUMP
America's BEST Tire Pump



Copyright, 1921
N. A. Petry
Company, Inc.

"Stands by Itself"

THESE SPECIAL FEATURES not found in any other pump. Finish, baked black enamel, with all brass parts polished and lacquered. PETRY design, quality and workmanship throughout. Guaranteed to make good. Patents applied for.

N. A. PETRY COMPANY, Inc.
Makers of the Petry Cut-Out, Pedal, and Ventilator
345 N. Randolph St., Philadelphia
Western Distributor, Norman Cowan Co., 445-451 Rialto Bldg., San Francisco, Cal.

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The world loves a booster because he increases the world's wealth. When he boosts his own wares, he also boosts the steady, certain progress of the age. People like him and trade with him and go back to him again and again.

The keynote of salesmanship is service—giving something that will benefit the buyer. Perhaps this service is better quality or lower price, longer credit, prompt delivery or helpful suggestions. It may be one or several of a dozen things, but it is always service—always something that appeals to the buyer's selfish desire for profit, or something which represents material gain.

NEW MARBLE'S CATALOG READY FOR DEALERS

Several Additions to the Line That Should Prove Excellent Sellers

The 1921 trade catalog of the Marble Arms and Manufacturing Company, Gladstone, Michigan, has just been completed. Every hardware and sporting goods dealer should have a copy of this book. There is undoubtedly one in the mails for you, but if you do not receive it be sure to notify the company, for there is a fund of worth-while information in it for every firm handling goods of interest to outdoor men.

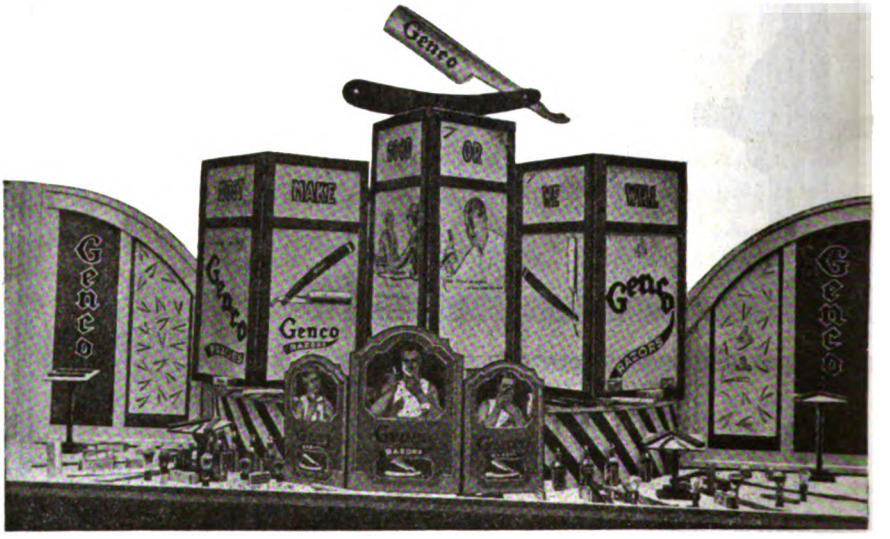
Several new items have been added to the renowned "Marble's" line and the company's increased advertising in all the outdoor magazines will unquestionably create a greater demand than ever for Marble's outing equipment. You will need the new catalog in replenishing stocks for this season.

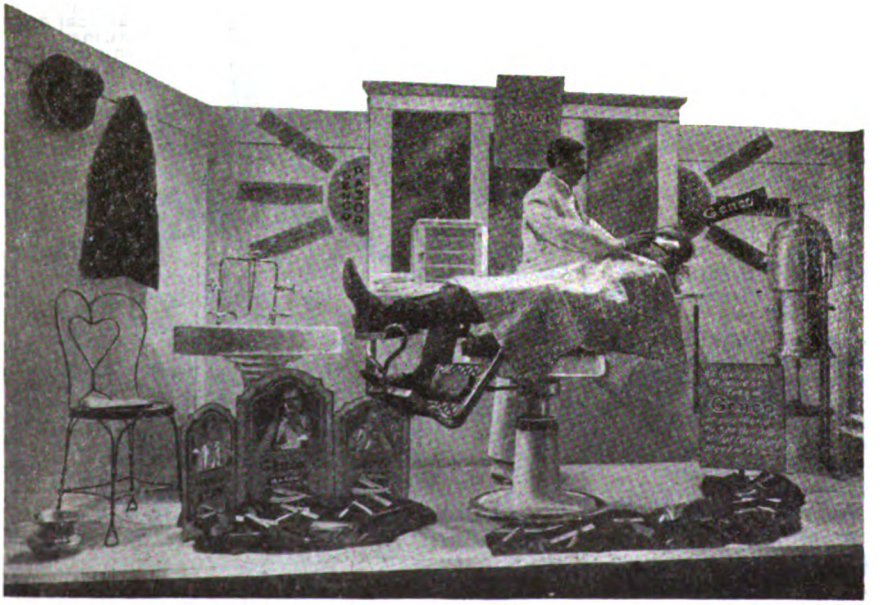
Prize Winning Cutlery Window Displays

HERE are the first two prize winners in a contest recently conducted by the Geneva Cutlery Corporation. Part of the material used in the displays was supplied the dealers by the manufacturers.

Genco razors are extensively sold through the hardware trade and a happy outcome of the contest was the fact that the judges awarded first prize to a hardware store.

H. C. Crabb, who prepared the window for the Belcher & Loomis Hardware Store of Providence, R. I., created a unique display, featuring the interior of a barber shop in his window, subconsciously carrying the thought that Genco razors as sold in the hardware store were of the same high standard as those used by the barber.



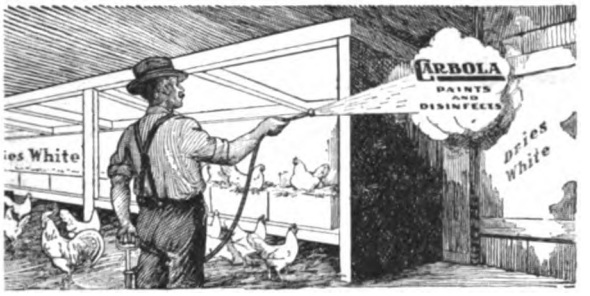


The thoroughness in which this window man followed every detail in the preparation of this display brought forth a great deal of compliment from the judges.

Each of the windows illustrated was awarded a prize of $100 and additional prizes from $50 to $10 were awarded to forty-four other contestants.

The judges were: L. W. Weisgerber, display manager of Lord & Taylor's Department Store, 5th Avenue, New York City; F. D. Mitchell, secretary of the American Hardware Association, and Tom Booth of the Geo. Batten Company, advertising agents of New York.

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CARBOLA



A PRODUCT THAT OUR INSTITUTION WITH ITS YEARS OF SERVICE AND EXPERIENCE STANDS SQUARELY BEHIND

PAXTON AND GALLAGHER CO.
WHOLESALE HARDWARE
TENTH STREET VIADUCT
OMAHA.

AUTO TOPS *and* Seat Covers



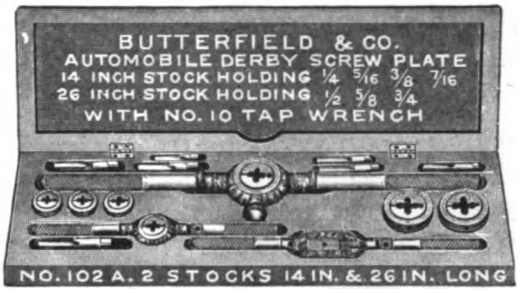
Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

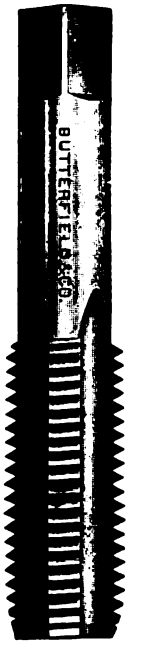
Clifton Manufacturing Company
Main Office and Factory
Waco, Texas

San Francisco, California
Office: 330-41 Larkin St.
Los Angeles, California
Office: 619 North Broadway

The name of **"BUTTERFIELD"** on any tool
Is a Guarantee of Accuracy, Service and Long Life



Automobile Screw Plate No. 102-A shown herewith, is one of the most popular sets on the market, and for this reason, one of the easiest to sell.



Send for a copy of our new Catalogue No. 18, which shows the complete line of Butterfield Tools — **Taps, Dies, Reamers, Reece's and Derby Screw Plates**—the finest and most profitable line any jobber could possibly handle.

BUTTERFIELD & CO., Inc.
DERBY LINE, VERMONT

CHICAGO STORE,
11 South Clinton Street.

PACIFIC COAST REPRESENTATIVE,
Mr. V. S. Walsh, 560 Mission St., San Francisco, Cal.

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ALUMINUM COOKING UTENSILS

Ideas About Selling

Interesting Constructive Work Being Done by the Aluminum Goods Manufacturing Company With Their Dealer Organization

The dealer organization of the Aluminum Goods Manufacturing Company is enthusiastic about two very striking aluminum features.

One of these is the **design and quality of** Mirro aluminum cooking utensils; the other, ideas concerning the **sale** of Mirro.

Mirro dealers have learned the value of Mirro. They have recognized its beauty and its service as a cooking utensil, and they have likewise recognized its general desirability as a turnover factor. The reason is not difficult to find.

In a great many instances, merchandise was formerly sold merely as merchandise. Dealers were urged to purchase so many **yards**, so many **pounds**, or so many **gross** of a product. After this buying transaction had been completed, there was a great gulf between the manufacturer and his retailer—the merchant was left to his own devices to sell his goods and operate his store.

It is quite true that in many lines dealers were furnished so-called dealers' helps, such as booklets, folders, window cards, etc. But these were material things, always expected, sometimes demanded, and showed neither originality nor a broad spirit of co-operation.

Broad Spirit of Co-operation

The Aluminum Goods Manufacturing Company recognized the necessity of this broader spirit of co-operation. They felt it was only logical to practice on the outside what they practiced on the inside. They saw that their sales organization was a part of the family. All salesmen were in close touch at all times with a sales manager who not only displayed an interest in their sales totals, but also felt a personal interest in them.

Sales initiative so emphatically embodied in the sales manager, became contagious, and confidence in the quality of the product and the methods of the company rose to the highest point.

If this personal interest were so productive in the case of salesmen, why, they reasoned, would it not be equally productive in their relations with the retail dealer?

Why should not the retail dealer—the final contact point with the consumer—be given the same valuable help and inspiration that was given to the salesmen? Why should not the dealer organization know the principles that underlie all buying and selling as well as the merits of Mirro aluminum.

Aluminum Merchandising Bulletin

Prompted by this motive, they instituted the monthly Aluminum Merchandising Bulletin, the purpose of which is to give the retailers ideas about aluminum cooking utensils together with **ideas about selling them**, as well as the **profitable operation of their entire business.**

Merchandise must in all cases have something about it in addition to quality. To the housewife, a cooking utensil, for instance, must deliver service. To the retailer who buys it for re-sale purposes, it must have selling power—the ability to move off his shelves into the hands of a buyer quickly and at a profit.

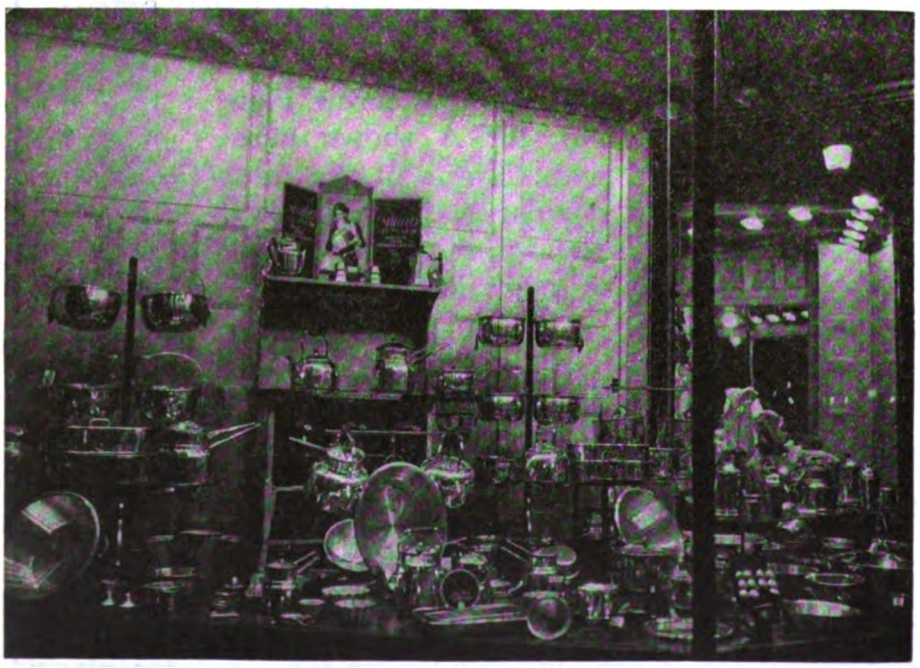
Quality is always important. Both manufacturer and dealer are interested in delivering quality to their customers. First, from the standpoint of giving honest value in a trade; second, for the after effect—the satisfaction which buyers will express to other buyers and the repeat business that satisfaction always produces. But in selling across the counter of a retail store, quality cannot stand alone. There must also be considered the **means** that are provided for making the sale easy.

The Aluminum Merchandising Bulletins discuss these various factors, giving the retailers a broader conception of the basis of buying and selling.

A reference to two recent Bulletins will illustrate how these subjects are handled. Bulletin No. 35 for instance, treats advertising, and the following issue outlines the various ways of **establishing contact with the customer.**

One of the recent bulletins answers questions which are uppermost in the mind of every retail dealer: "What is advertising?" "What will it do for me?"

These questions are answered both in the text and in the pictures. One store, so the story goes, gets the trade because it goes after it. The dealer stays behind his counter taking care of business, but he sends his outside salesmen to do the preliminary work. He uses



No line of merchandise lends itself to a more attractive window displays than aluminum ware. Nothing appeals more to the heart of the housewife an ample supsly of kitchen utensils. This is the bride's month, and such a display is particularly apropos.

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GET FULL MEASURE OF SPRING

WEAR

The wide Guarantee under which HIGGINS QUALITY SPRINGS For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog, listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 641, Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT

FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

EMPKIE-SHUGART-HILL COMPANY

WHOLESALE HARDWARE

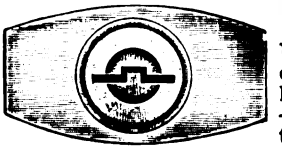
COUNCIL BLUFFS IOWA

King "Multi-Tumbler" Padlocks

Built to Serve Every Padlock Need







Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

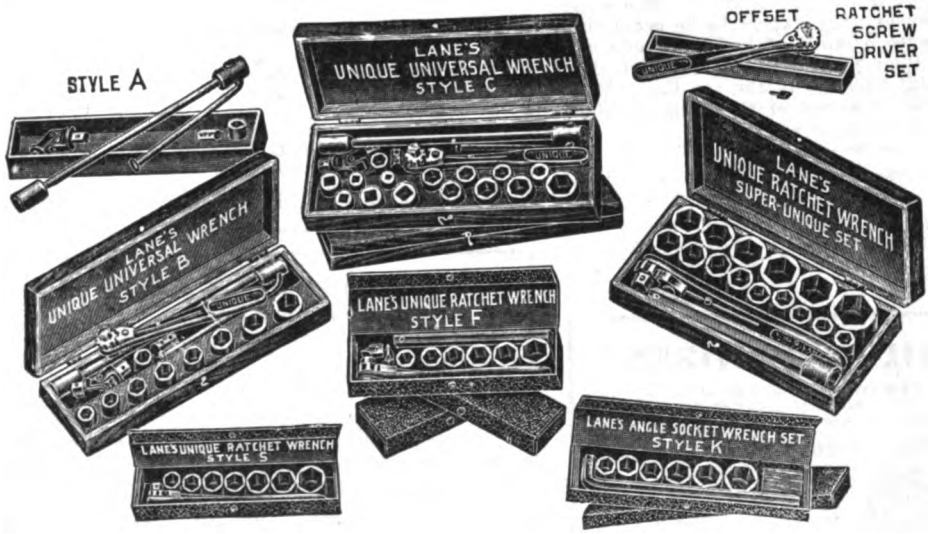
THE KING LOCK CO., CHICAGO, ILL.

SALES REPRESENTATIVES

SURPLESS, DUNN & CO., 74 Murray St., New York City

Chicago Office, 34 N. Clinton St.

Dealers' General Assortment of Lane's UNIQUE Tools



Dealers, you can safely give your personal guarantee on every

Lane "Unique" Socket Wrench Set

in the group illustrated. Furthermore each Tool in this assortment is a quick "turnover."

Lane was the first to discover that broached sockets, turned from solid round bar steel were the strongest, most accurate, and most satisfactory socket to sell.

JOBBERS CAN FURNISH LANE'S UNIQUE TOOLS

MADE BY

WILL B. LANE UNIQUE TOOL CO., 170 West Randolph St., Chicago, Ill.

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the U. S. mail, his local newspaper, and he sells nationally-advertised goods.

His store and his goods have the advantage of being known. The outside sales forces have done the advance telling, and when the customers come to his counter his work is simplified.

The value of this bulletin is that it gives a clear definition of advertising and shows the dealer how to advertise.

Business Built on Sales Slips

Another bulletin is equally interesting, taking up the story so vital to every dealer, that of establishing and maintaining contact with buyers. "Sales slips look like little pieces of paper," it says, "but they are priceless vouchers of customer interest."

Mrs. Graves is complimenting John Craig upon the fine business he has built up.

"I didn't build this business, Mrs. Graves. You did—you and others in this community built this business, and we know you will maintain it as long as we keep in touch with you through dependable goods and active selling effort."

This bulletin emphasizes the fact that steady and continuous contact with the buying public is vital to sales. It suggests to the merchant how he can very easily maintain his contact with buyers.

The Monthly Merchandising Bulletins of the Aluminum Goods Manufacturing Company are interesting. They are easy to read and each carries a definite message. They are vital to the retailer because they approach subjects of interest to him and discuss them from his viewpoint.

Furthermore, they are evidence of the interest of the Aluminum Goods Manufacturing Company in their dealer organization. They offer convincing proof of the Aluminum Company's desire to give help and counsel as well as to supply quality merchandise.

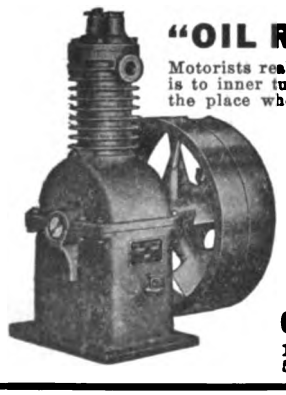
Dealers interested in the marketing of aluminum utensils, can get their name on this list by writing to the Aluminum Goods Manufacturing Company, Manitowoc, Wisconsin.

Toys Are Profitable Line

The Riverside Hardware Company, Riverside, have recently taken a ten-year lease on a building into which their stock will be moved January 1, 1922. Before the end of the year, however, they expect to be occupying their new building with a stock of holiday goods and toys in addition to their present store. In fact they have done a wonderful business in the toy line. Manager Woodward thinks it is one of the most excellent lines that a hardware merchant can install.

Neale & Gregg Hardware Company, Glendale, have incorporated.

C. I. Mason is opening a branch hardware store at Lynwood, this being conducted in addition to their store at Compton.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

.45 COLT AUTO RIM CARTRIDGE ADDED TO THE REMINGTON LINE

To take care of the users of the Model 1917 .45 Caliber Colt and Smith & Wesson revolvers which are chambered for the .45 Automatic pistol cartridge, the Remington Arms Company, Inc., has added to its list and is now prepared to supply a cartridge known as the .45 Colt Auto Rim.

This cartridge is in every respect identical with the standard .45 government automatic pistol cartridge except that it has the rim instead of being rimless.

This rim cartridge will be appreciated by users of the model 1917 revolver, who have heretofore been compelled to use a clip with the automatic pistol cartridge in order to permit the extractor to work.

The price of this cartridge is the same as the regular .45 automatic pistol cartridge.

A GREAT HELP FOR HARDWARE AND SPORTING GOODS DEALERS

Marble's Catalogs Mailed to All Your Prospects

Always ready to help their dealers in every way possible, the Marble Arms & Manufacturing Company, Gladstone, Michigan, have just issued a dandy new consumer catalog. In it Marble's outing equipment is illustrated and described and list prices given. The dealer's name is imprinted on the covers and copies are mailed to prospects. All that is required of the dealer is that he furnish a list of outdoor men who are interested in Marble's outing equipment.

These catalogs are great trade stimulators as they bring the prospect in for several items where he might have intended buying only one. Get your list of names and addresses ready—the company will do the rest.

The Delano Cash Store are adding a line of house furnishings, kitchen hardware and utensils at Delano.

Emil Brudin & Sons have purchased the interest of Baxter B. Williams in the hardware and furniture store of Brudin Williams & Company, at Hemet. It will hereafter be known as the Brudin Hardware Company.

HARVEY BOLTLESS AUTOMOBILE SPRINGS

EASY RIDING GUARANTEED

HARVEY SPRING & FORGING CO., 1186 17th St., Racine, Wis.

IMPORTANT

SUPPLY HOUSES:

Write for our Exclusive Agency Proposition (HW) for your locality.

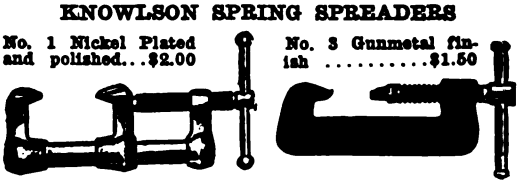
ALERT TOOL COMPANY

237-39-41 North Sixth St., Philadelphia, Pa.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00

No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

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"One Good Turn Deserves Another"

You get a better and quicker "turn" with—

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

SOCKET WRENCHES

They grip and hold. There are twelve commercial sets—a "HEXALL" for every need—each one guaranteed:

"Break Any 'HEXALL' Wrench and We Repair It—No Charge"

R. F. SEDGLEY, Inc. *Est. 1897*

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street, Philadelphia, Pa.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

"Hexall" Ratchet Socket Wrench Set No. 2 11 Pieces



Patented May 1 1917

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Metal Oil
Gearoco
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

Hardy's "Campers Friend"



A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY

PORTLAND, OREGON

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Mission Ware Aims at Full Jeweled Kitchens

IF you were to ask a woman if she had ever boiled a potato in a ruby or if she had ever browned an omelette on a sapphire frying pan, she would look at you in amazement and probably think you an eligible candidate for an alienist commission. But, applied to aluminum cooking utensils, this analogy is not as far-fetched as it sounds.

Merchants who neglect to call the attention of their customers to this little known romance of the kitchen are missing an intere-ting selling point, according to J. S. McKay, vice president and secretary of the Western Aluminum Manufacturing Company, Oakland. Here is Mr. McKay's advice to salesmen:

"Show an aluminum utensil to your customer. Tell her—and you'll be speaking the exact truth—that the most precious ruby or the purest sapphire is composed of the same basic substance as her aluminum pots and pans. Rubies and sapphires are little more than pure aluminum and oxygen. A housewife with a complete set of aluminum cooking utensils is the proud possessor of a full-jeweled kitchen."

Prior to placing on the market its "Mission" brand aluminum cooking utensils, the company employed experts to make a survey of the trade-field for aluminum ware. The facts thus established inspired the company officials to enlarge the plans for their new factory. They increased the floor space of the main building to 23,000 square feet and made provision for the addition of other units later.



C. W. ELLSWORTH
Sales and Advertising Manager

Aluminum Ware in 75 Per Cent of Kitchens

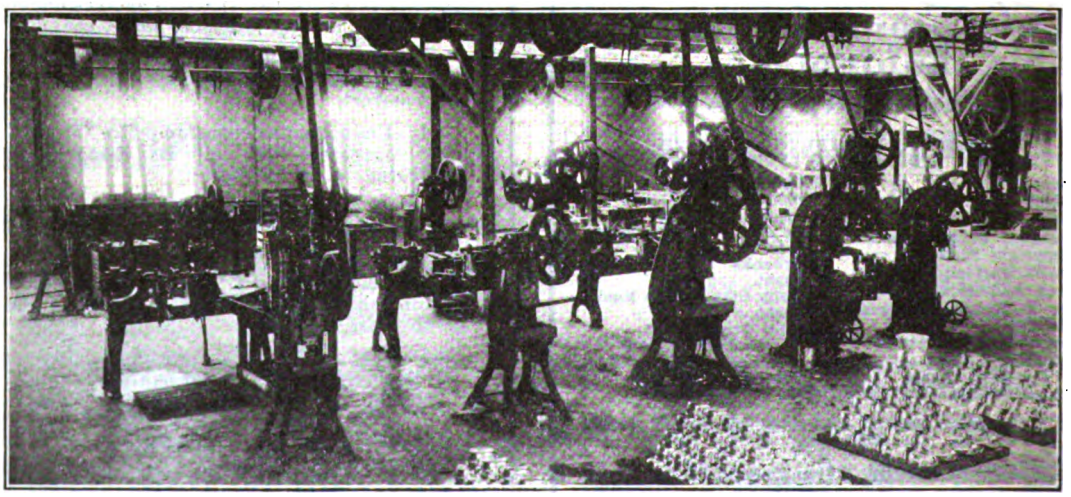
The experts reported that steadily increasing sales of aluminum utensils indicate that 75 per cent of the homes in this country will soon be using aluminum ware almost exclusively in the kitchen. A home not equipped with one or more aluminum utensils is a rare exception today. Because of local conditions, homes in the Rocky Mountain territory promise to show greater than 75 per cent of aluminum-fitted kitchens. In the Pacific Coast states the large number of so-called "electric" homes stimulates the growth of "aluminum" kitchens. Housewives have proved for themselves the cleanliness and economy of cooking with aluminum utensils and heating with electricity makes possible other economies and conveniences. Aluminum lends itself to the labor saving achievements of the present age. In states supplied at relatively small cost with electricity produced by hydro-electric power, a particularly large market for aluminum ware has developed.

This situation suggested the organization of an industry to gratify local needs for aluminum ware. Western housewives were eager to buy western utensils, but the utensils must be superior to the aluminum ware hitherto sold.

Consideration of these factors brought about the organization of the Western Aluminum Manufacturing Company. Its experts learned that ordinary aluminum utensils are often criticized because of their lack of rigidity, being too easily mis-shapen or dented. To overcome this serious defect, the company employs extremely heavy gauge aluminum plate, presses and finishes it by an improved method, and further reinforces the strength and resistance of the utensils by a triple-strength bead. Naturally all utensils do not carry a bead, but where one is required (on utensils such as sauce pans, roasters, etc.) you'll find a bead three times the density of the pan itself.

Bead Index of Utensil's Strength

Actual physical laboratory tests show that as the density of the bead on a utensil is increased so, in exact proportion, does the strength of the entire vessel increase. Mission aluminum ware has been designed with this as its basic principle. It is said to be practically impossible to mis-shape any Mission aluminum utensil



The company's factory is completely equipped for producing cast and spun aluminum utensils of the highest quality. The largest stamping press west of the Mississippi River is only one feature, for a complete machine shop is necessary to make the dies, and a fire-proof, even-temperature vault must store the aluminum sheets and raw materials. The factory is strictly fire-proof, modern in every respect, and was especially built for the purpose.

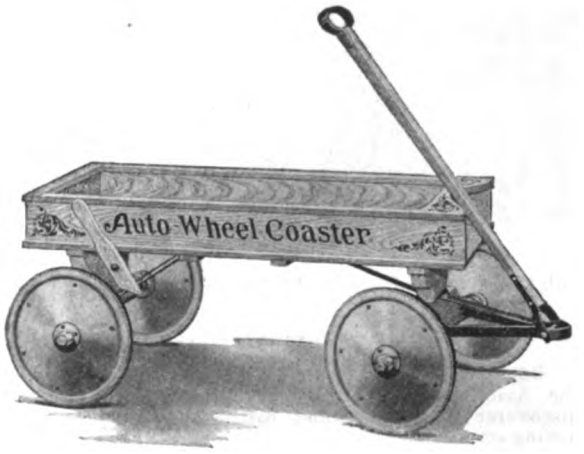
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that carries this bead—and every utensil of this brand allowing such reinforcement has it.

The triple bead is not the only attractive feature in Mission aluminum ware. It is graceful in design and carries a double polish of unusual and lasting brilliancy. Unquestionably this company is manufacturing a product that is bound to prove highly satisfactory and profitable to the dealers who carry it.

The Western Aluminum Manufacturing Company is strictly a western industry, incorporated without promotion stock. The officers of the company are: Roy R. Beggs, president; J. S. McKay, vice president and secretary; Frank B. Drake, treasurer.

C. W. Ellsworth is sales and advertising manager. He is known to the western trade for his former connection with Pittsburgh Steel Co. as advertising manager, and more lately with the Sprake Sales Co.



STEEL DISC AUTO WHEEL COASTERS

Right up to date as always, and anxious to make coaster wagons for young America which shall be "real automobiles—just like dad's car," the Auto Wheel Coaster Company announces that auto-wheel coaster wagons will henceforth be optionally available with steel disc wheels. The new disc wheel is interchangeable with any wagon of the company's manufacture taking an eight or ten-inch size.

The wheel has been made with all the care and along the same scientific precision which goes into a disc wheel for an automobile. Another improvement on the model of 1921 is its equipment with patented self-contained, non-friction roller bearings, and the auto-type hub cap which conceals the cotter pins.

Further information concerning any item in the auto-wheel line can be obtained from the Auto-Wheel Coaster Company, Inc., North Tonawanda, New York, or from jobbers all over the United States.

The Gunnary Hardware Co. recently engaged in business at Chinook, Wash. Paul Peterson, formerly with the Foard & Stokes Co. and Creasey Anderson Co., is associated with them.

Rollin C. Smith and Chas. F. Blakeslee have purchased an interest in the hardware and implement business of A. E. Streeter at Van Nuys, Cal., and report a very satisfactory season's business and an excellent outlook. The firm's name is now A. E. Streeter & Co.

The Nyssa Hardware & Implement Company, which has been successfully operated by S. D. Groshert at Nyssa, Oregon, has been sold to the Roberts Hardware Company. H. E. Roberts, formerly a banker of Ponca City, Oklahoma, is the proprietor. He will add to the line and continue the business.



"Libia"

Triple Safety
Vest Pocket Model

Weight 12 oz. Length 4 in.
25 cal. 6 shot 32 cal. 7 shot

SHOOT COLT AUTOMATIC CARTRIDGES

Samples and Prices on Request

Complete line of Imported Firearms
Sole Importers

FOREIGN MANUFACTURERS SALES CORPORATION

34 West 28th Street, New York City

American Portable Scales



Hardened Bearings. Tool Steel Pivots. Accurately Sealed. Fully Guaranteed.

Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

Folding Brass Doll Beds

Champion Wire Scoops

Wire Flesh Forks

REDDICK
WIRE SPECIALTIES
1879

Reddick Mole Traps

Sholder Wire Scoops

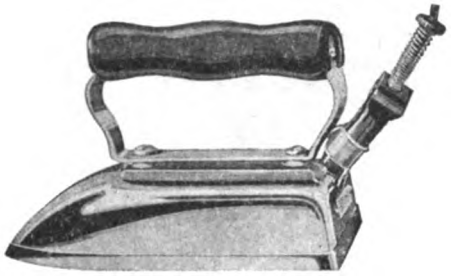
Champion Ash Sifters

Specify Reddick Nationally Advertised Wire Specialties

From your jobber or direct from us.

MICHIGAN WIRE GOODS COMPANY
602 Second Street, Niles, Mich.

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SUNBEAM IRONS OUT DIFFICULTIES

In the Sunbeam quality hand iron, the Chicago Flexible Shaft Company, believe they have the world's finest electric iron.

It is of distinctive appearance with an individuality that embodies new standards of quality in construction, design, workmanship and finish. It is said that discriminating women buyers are particularly impressed with the iron.

Among the particular features of the iron is the air space which keeps the handle cool, the stream line to a tapering point at the front, the heat implement which extends to the very tip and edges, the removable terminal points of non-arcable metal and heavy leads that cannot burn out, break or get loose.

This is only one of the worthy products of the Chicago Flexible Shaft Company, and has been found up to the high standard already set by Clark auto heaters and Stewart clipping machines.

REPRESENTS HANGERS AND CLIPS

F. C. Osborne is now handling the western sales of Allith Prouty door hangers and H. C. Cook Company clips and clasps.

Mr. Osborne is a hardware man of many years standing and is well known to the western trade. In fact he began with the old Baker & Hamilton organization when it was located in Sacramento. He is especially experienced in the builders' hardware line, and was for many years with Yale & Towne in the west.

Allith Prouty and H. C. Cook products have been sold for many years by A. Rannie, in co-operation with whom Mr. Osborne is now acting.

Mr. Osborne's present headquarters are at 656 Phelan Building, San Francisco.

MORE STANLEY SALES HELP

The Stanley Works announces three more folders describing Stanley products. A new eight-page folder, 3½x6⅛ inches, illustrates the popular line of Stanley nail hammers. The Stanley mitre box is described, illustrated and specified in a leaflet especially for carpenters and builders.

Structual iron workers will be interested in looking through a booklet of the same dimensions showing iron workers' tools, manufactured by the Altha division of the Stanley Rule & Level plant. Any or all of these booklets can be obtained from any branch of the company or direct from the advertising department at New Britain, Connecticut.

The Consolidated Tool Works, Inc., have moved their headquarters to 296 Broadway, New York, so that the general offices and warehouse may be under the same roof.

The company was formerly at 261 Broadway.

Mr. Davies has resigned as manager of the Power Morgan store at Fairfield, Mont., having been succeeded by A. T. Duther formerly of the same company at Gilman, Mont.

BOYCO BOY "CAN" TELL YOU



This happy Boyco boy, with the smile of the future and the overalls of good, hard work, is here to announce that the Boyle Manufacturing Co. of Los Angeles, Calif., is said to be the largest manufacturers of sheet metal products in the West, are now prepared to furnish quality galvanized ware, hot galvanized after all construction is complete, thus assuring the merchant a clean, fresh stock at all times.

This official announcement for the company adds that the dealers are now availing themselves of the opportunity to buy full weight, smooth, attractive galvanized ware through western jobbers.

A NEW RAZOR HONE

Robert E. Brown, president and general manager of the American Hone Company, Olean, N. Y., is the discoverer of a new and distinctly valuable razor honing structure.

This firm has for over ten years conducted experiments to perfect a hone on which any man could get first class edges. Beginning with a "Swaty" quality, they next brought out the first improvement in a "non-filling" hone that requires no pumic- or sand paper to maintain abrasiveness of the surface. Next they made the first silk sifted fine proof against structure, a rough edge. The Amalgamite is still the best fine hard hone. Afterward came the Cushion Strop-Back Hone, known to nearly every cutlery dealer in this and many foreign countries. These patterns were prominent ones among several thousand improved qualities they have brought out.

What they believe is the pinnacle in hone perfection —the one they say "will hold us for some time"— is the Exide Hone. This they claim is the most valuable hone that has been made. Razors and razor blades "actually get sharp in spite of you" on this hone.

Mr. Brown states that he got on the right track for this new hone by constructing with his mind's eye a large razor blade and then theorizing upon the effect of moving its very thin flexible edge over rigid abraiding projections of a magnified razor hone surface. It was easy to see that the delicate extending teeth of this highly flexible edge would suffer rapid destruction unless the operation were conducted with extreme caution and with the most favorable conditions.

To correct this seeming defect in hone construction, it appeared necessary to have the abraiding projections also flexible, or at least not so rigid. It is in the working out of this idea that they have succeeded in making the Exide Hone the very last word in razor hones. The Exide always makes the razor surprisingly sharp for any user.

Hurly Bros. are successors to W. L. Hurley at Covina.

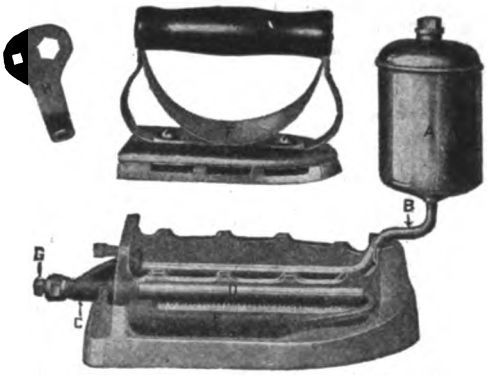
McGowan Bros. Hardware Co. has leased a new building, which will be occupied by them at Spokane.

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ROYAL GASOLINE IRON

The Royal Self-Heating Iron Company, Big Prairie, Ohio, are manufacturers of the Royal gasoline iron; figure 1, and a sectional view of which is shown in figure 2. It consists of only three parts: The lip, the burner and base. The Royal is heated by gasoline contained in the reservoir (A) which flows through the feed pipe (B) to the generator (C) where it is generated into gas to supply the burner (D). The burner extends the full length of the iron, giving the entire bottom an even temperature. The firebox (E), which is placed in the bottom of the iron, is of value as it confines the heat to the bottom of the iron where it is needed. The gasses and odor which are naturally formed by combustion, are transformed and avoided by a patented ventilating lid. The lid is made in two sections and separated by asbestos, which keeps the handle cool. The handle is again protected by the shield (F) so that it never gets hot, no matter how hot one may heat the iron. The heat is regulated with the wrench (H), which is applied to the needle valve (G) at the rear of the generator (C), and the heat can thus be instantly changed to suit the wishes of the operator.

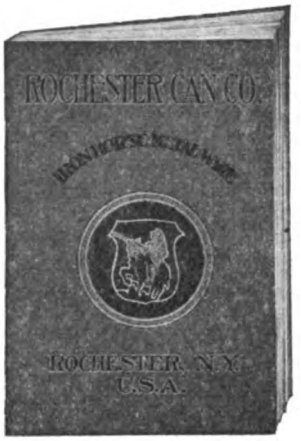


The company have prepared for the trade a complete set of selling helps consisting of the following: Colored lithographed window trim. Colored lithographed counter displays. Illustrated movie slides. Electrotypes for newspaper advertising. Illustrated circulars for store use. Thirty-two page book, "Royal Salesmanship." They request that dealers already handling Royal irons write for any or all of the above helps that can be used to advantage. They are furnished free by prepaid parcel post.

Bardsley Brothers, successors to W. W. Graves at Nampa, Idaho, report a very splendid outlook.

S. D. Gosha, Mysa, Idaho, has sold the Mysa Hardware Company to H. E. Robert of Ponca City, Oklahoma.

NEW 136 PAGE ROCHESTER CAN CATALOG



Every hardware man will want a copy of the beautiful new 136 page catalog just now being mailed out by the Rochester Can Co., 97 Hague St., Rochester, N. Y., manufacturers of Iron Horse metalware. In our opinion it is one of the finest metalware catalogs ever published. It is printed in six colors, showing each item in their extensive line with the enameling, striping, labels, etc., in color.

The catalog also contains a large number of new items just recently added to the Iron Horse line, minnow pails, sand pails and shovels, children's sprinklers, steel furnace and stove shovels, cold pack canners, etc. Our suggestion is that if you have not already received a copy of this new catalog that you get in touch with the Rochester Can Co. at once.



NON-BREAKABLE SAND PAIL AND SHOVEL

At a recent state convention the Rochester Can Company, makers of iron horse metalware, passed out as souvenirs miniature water pails—made from regular 26 gauge galvanized iron, carefully hand soldered and equipped with heavy ears and bail. The idea proved a tremendous success; orders were placed during the convention for hundreds of dozens of these pails.

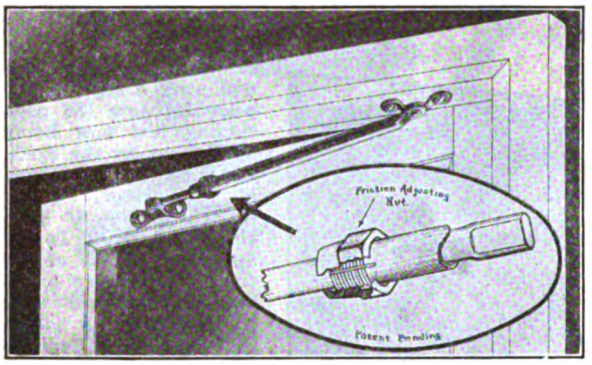
In view of this, the manufacturers not only decided to add them as a regular item to their line but went still further and added two other sizes, one larger and one smaller, so that the line now includes the one, two and three-quart sizes. These pails can be had either striped in red, or enameled white inside and red, green or blue outside.

Many merchants have bought them to give away as souvenirs, others to sell for a wide range of uses, as for instance, as a radiator pail to carry in the auto, as a handy pail on the farm, for use in displaying seed, etc.

To make the outfit complete the manufacturers added a non-breakable sand shovel, the blade made from heavy galvanized iron, rigidly held in place by sinking a point of the metal into the wood. These shovels, too, can be had in different finishes to correspond with the pails—galvanized with plain wood handles or with blades enameled red, green or blue and the handles enamled white.

The Oud Shields Hardware Company, Orofino, Idaho, are making extensive improvements in their storeroom in order to carry an increased stock.

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STEWART SASH ADJUSTER LONG-LIVED

The Stewart automatic sash adjuster has been on the market for five or six years and many thousands of them are in use in all parts of the country. The Stewart Manufacturing Company of Oakland, has found a rapid increase in sales, adding new customers to their list right along and are now selling the leading jobbers.

The Stewart adjuster is said to be the simplest on the market today, there being only three separate parts —a tube, a rod and the friction adjusting nut. The rod slides within the tube. The tube is swedged down on the end in such a way that it gives a substantial bearing area on the rod, which is absolutely true in diameter throughout its length. The swedged end of the tubes is slotted and threaded. The friction adjusting nut regulates the required amount of friction needed for various sizes of windows. The end of the tube is so formed that it has a slight spring action in itself which gives a perfectly smooth sliding action on the rod. The same amount of friction is constant at any angle of the sash.

President A. D. Stewart claims the adjuster is practically everlasting. Under an unusually heavy load, as a door-check it counteracts a heavy spring on door opened and closed continually all day long for a period of one year. A few slight adjustments were required during the year on the adjusting nut. At the end of this unusually heavy usage, the adjuster showed practically no indications of wear.

The Stewart Manufacturing Company are also said to be the largest manufacturers in the world of Chevrolet specialties and Chevrolet shop equipment. They will be pleased to give any information to the jobbing and dealer trade, and also offer free a sample model with the initial order of any customer, along with electrotypes and printed matter, if desired.

Van Nuys Paint & Hardware Co. is a new enterprise at Ven Nuys, Cal.

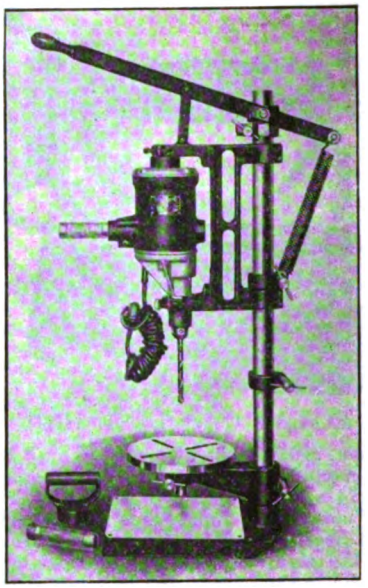
A. M. Poulsen, who recently engaged in business at Wolf Point, Montana, reports a very satisfactory season.

W. R. Lee, who purchased the Sprague House Furnishing Store at Sprague, Washington, reports a very satisfactory trade outlook.

Carter & Craddock have moved into their newly-built brick and concrete garage at Cambridge, Idaho, where they are handling a line of accessories.

The Warner Hardware & Implement Company, Palouse, Washington, which was incorporated with a capital stock of $25,000, report a good spring trade.

The Turner Hardware & Implement Co., Modesto, have recently been adding materially to their store and warehouse facilities in order to carry larger stocks. They are one of the most enterprising and progressive institutions in the west.



BENCH STAND FOR PORTABLE DRILLS

The accompanying illustration shows a bench stand that permits the portable electric drills manufactured by the Standard Electric Tool Co., Cincinnati, Ohio, to be used as small upright drilling machines. However, the attachment of a drill to one of these stands does not hinder its use as a portable tool, as it can be detached in a few moments.

The scheme therefore increases the range of work which can be accomplished by a portable tool, and frequently eliminates the necessity of purchasing a more expensive equipment. For this reason, the stand is especially recommended for use in small shops, but is also convenient in larger shops in cases where there is not space for the installation of a heavier and bulkier drilling machine.

The stand is made for driving into steel electric drills of ⅜ and ½ inch diameter. It is provided with a quick return and a 9-inch diameter table which is slotted as shown. The distance from the column to the center of the table is 6 inches and the vertical feed is approximately 4 inches. The head attachment on which the drill is clamped can be adjusted to any point on the column, and a clamping collar is furnished for regulating the depth to which a hole is drilled. The table can be swiveled on the column so that work may be placed on top of the base, when this procedure is desirable. The electric drill furnished with a stand may be attached to an alternating or direct current lamp socket.

The Fish Implement & Hardware Company is a new enterprise at Escalon, Cal.

What was formerly known as the Eymann Suderman Hardware Co., Parlier, Cal., has been succeeded by Ruth Ringelman Co.

Veba Cooper Miles, a former Seattle hardware merchant, passed away recently at the State Masonic Home at Puyallup, Wash. Mr. Miles was president of the Z. C. Miles & Piper Hardware Co., Seattle, prior to 1909. He was born in New York in 1834 and emigrated westward, making four different stops in as many states, long enough to entitle him to be called a pioneer in each state, finally reaching the Pacific Coast and engaging in the hardware business. He is survived by a widow, and a daughter and son. He was well known to many of the older merchants of the west.

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ALVAN T. SIMONDS ECONOMIC PRIZE AWARDS

The prizes offered by Alvan T. Simonds, president of the Simonds Saw Manufacturing Company, Fitchburg, Mass., to encourage the study of economics in high schools and normal schools, of $1000 and $500 for the two best essays on the subject, "Present Economic Conditions and the Teachings of Adam Smith in the Wealth of Nations," have been awarded by the judges, as follows:

First prize of $1000 to David Koch, High School of Commerce, New York City. Second prize of $500 to Aloysius Thiemann, Reedsburg High School, Reedsburg, Wis.

Essays were submitted from every section of the United States and from Canada. Practically every state was represented. A very large proportion came from New York City, where the study of economics is required of all seniors in the high schools.

The judges were Wallace B. Donham, Dean of the Harvard School of Business Administration, Cambridge, Mass., and John G. Thompson, principal of the State Normal School (on leave), Fitchburg, Mass.

A. B. Peck, who is engaged in the tire and accessory business is adding a line of hardware, at Pasco.

The Tonasket Hardware Co., who recently engaged in business at Tonasket, reports a good outlook.

The Buckley Hardware Co., Hillyard, have recently added phonographs to their stock, and find a good demand for this line.

The Northwest Hardware Co., Bellingham, one of the pioneer merchants of the northwest, who do a general jobbing and retail hardware business, report a satisfactory season.

Joseph Trowbridge, a hardware merchant at Steptoe, passed away recently in a Portland hospital. He was for some time connected with the hardware store of D. F. Anderson & Sons, Rosalia. He was highly regarded by everyone who knew him.

The George Wright Hardware Store was recently destroyed in a fire at Dooley, Mont.

The Tonasket Hardware Company is a new enterprise at Tonasket, Wash. Iverson & Perry compose the firm.

Quests Hardware Store recently engaged in business at Laurel, Mont. It is a branch of the Broadview Hardware Co., of which Mr. Quest is the principal, at Broadview, Mont. They report a satisfactory season.

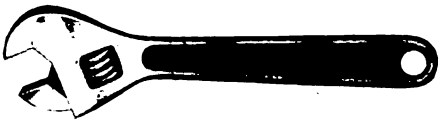
The Oregon Hardware Co., LaGrande, Ore., have been adding to and improving their store facilities to give them the opportunity for carrying a larger stock.

The Wood Hardware Co. have been rearranging their stock and store at Grangeville, Ida., in order to give them increased facilities. They report an excellent outlook.

O'Shea Savage Hardware Co., Livington, Mont., report a very satisfactory season and a good outlook. The O'Shea Savage Hardware Co. was formerly known as the Winslow Mercantile Co., having purchased the entire hardware stock of the former owners.

The ARROW WRENCH

Drop Forged—Case Hardened



A Quality Tool

The Arrow 22½° Angle Wrench is made from a special analysis drop forged steel and is strengthened and hardened by the most scientific heat treatment process. Supplied in 4, 6, 8, 10 and 12 inch sizes.

ARROW TOOL CO., Inc., Buffalo, N. Y.

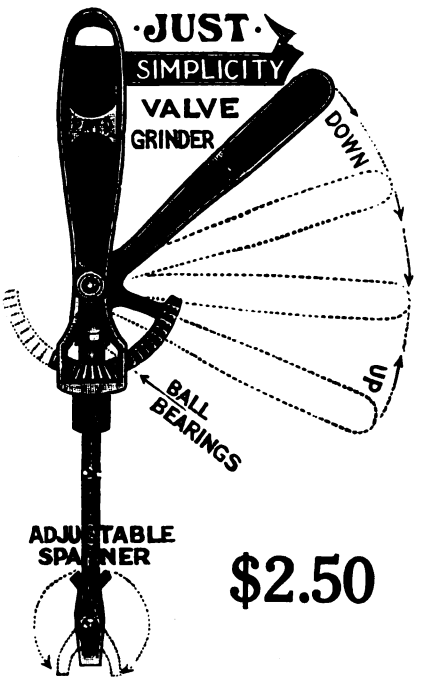
THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.

PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

ITS BALL BEARING RELIEVES USER OF ALL STRAINS.

EIGHT YEARS ON THE MARKET IS PROOF OF ITS SUPERIORITY.

UNIVERSAL EQUIPMENT & SUPPLY CO. SYRACUSE, N.Y.



$2.50

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JOHNSON AND JOY REPLACE BLUE MONDAY

One of the greatest conveniences and labor saving devices of modern housekeeping is the electric washing machine.

Compare the back breaking spirit killing days of our grandmothers when the atmosphere of the entire house reeked with ill-smelling soap and Monday was a day of torture to the entire family, or even the days of our mothers when the clumsy hand worked machine was in vogue, with the cool orderly house of today, when the housewife merely turns on a switch and goes about her regular duties, and you will see the importance of the electric washing machine in the scheme of up-to-date household economy.

The Johnson Electric Washer is one of the most convenient and adaptable washing machines on the market. It reduces the amount of time and effort spent on clothes washing to a minimum. The gas attachment is a special feature, for the clothes may be boiled in the machine while being washed. This avoids the necessity of separate heating and pouring and the water is kept hot during the entire process.

After a tub of clothes has been washed the lid of the machine is raised and the clothes are fed through the self-working wringer into the stationary tubs, where the necessary bluing and rinsing is done. The tub may again be filled with clothes and while they are being washed the clothes are then wrung from the bluing or rinsing water tubs, through the reversible wringer, over a conveying tray, which is temporarily placed on top of the machine.

Less than two hours completes the family washing. Imagine it! Before the advent of the electric washer a day and sometimes two were consumed in the process, leaving the housekeeper weary and dejected.

Intelligent women know the necessity of labor saving devices. They realize the value of self-development and leisure time spent with their families. They not only realize the importance of these things, but they insist upon them. Dealers should take advantage of this fact in pushing household labor saving devices, and none should be so easy of sale as the washing machine.

The Johnson Electric Washer is simple in operation, convenient in makeup and size, and has a strikingly individual appeal to the woman. It is economical in price, operation and maintenance, and if properly handled should prove one of the most salable washing machines made.

It is an exceptionally good dealer proposition, and the Johnson Electric Washer Co., whose announcement appears in this month's issue of the HARDWARE WORLD, will be glad to supply full information and data upon request.

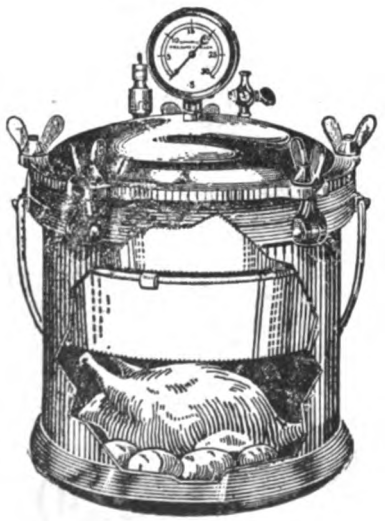
S. D. Jones, who succeeded Wm. Mertz in the hardware and implement business at Clovis, Cal., reports a very satisfactory season and an excellent outlook.

L. T. Hammersley is building an addition to his hardware and implement store at Puente, Cal. He reports a good season's business at both their Puente and El Monte stores.

The Atwater Hardware Co. has been incorporated at Atwater, Cal., by B. D. Garlock, A. I. Rodrigies, D. Steinberg, J. M. Trinidad, W. E. Landram, Chester Hull and F. R. Thomason, with a capital stock of $50,000.

That hardware merchants will always co-operate with all merchants of their community was manifested in a very enthusiastic way by displays recently made by the McFadden Hardware Co. and the Crescent Hardware Co., Santa Ana, whose exhibits were one of the eventful features of a local exposition recently held.

SECHRIST
PRESSURE COOKER



Your Customers Know About It

THROUGH Sechrist magazine and newspaper advertising, full page articles on pressure cooking and canning in April, Woman's Home Companion; May, Good Housekeeping; June, Pictorial Review; Feb., Ladies' Home Journal, in numerous farm publications and U. S. Dept. of Ag. Bulletin X S-37.

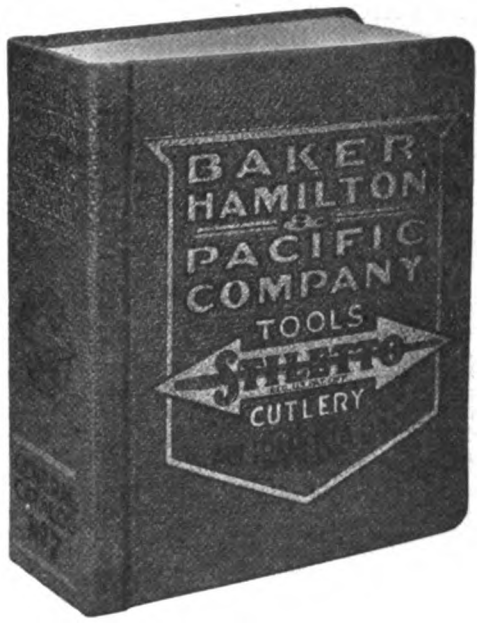
The Sechrist Pressure Cooker cooks food in one-third the usual time and pays for itself in saving on fuel and meat bill. Gives housewife the canning method used by canning factories. Tested and approved by Good Housekeeping Institute.

Your customers will appreciate the beautiful finish and high class workmanship of the Sechrist Cooker. The vessel is made of rolled plate aluminum, smooth and easy to clean. This hard metal resists the action of alkali water.

We furnish folders, window cards and electros.

THE ALBERT SECHRIST MFG. CO. - Denver, Colo.

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HARDWARE ENCYCLOPAEDIA

One of the most complete hardware encyclopaedias ever issued by any jobber is the new No. 7 general catalog of Baker, Hamilton & Pacific Company.

Every detail of its composition, printing and binding was done by their own plant on the premises under the direction of R. C. Johnson, manager of the catalog printing department. Some idea of this achievement and the magnitude of the task will be conveyed by the following facts and figures:

Red leather over a non-warping fiber board was used for the cover and over 17,000 yards of leather required for the 10,000 volumes. Rounded corners, to prevent being broken or turned over, add to the neat as well as durable appearance of the book.

112,797 pounds of a specially made paper of great tensile strength were required, and yet this was of such light quality that a complete catalog of 1840 pages weighs but 8 pounds.

The index, containing 19,440 lines, is printed on the strongest paper obtainable. The alphabetical tabs are cut circular to prevent being torn and so carefully has this cross index been compiled that an item may be looked up under any name by which it is known.

In order to condense and utilize all available space, smaller than usual but very clear cuts of illustration were used, and where the sizes permitted a three column style adopted.

The classification of the goods and arrangement of items on the pages was conducted under the supervision of the various department buyers whose specialized knowledge was devoted to this task.

A section on general information, weights, tables, advertising helps for dealers, data and tables on figuring profits and selling prices and illustrations of lantern slides, showcards and electrotypes for the advertising of their goods completes the catalog, which is in every respect a credit to the institution.

The Pace Hardware Co., Safford, Ariz., recently remodeled their store building and materially added to their stock. They report an excellent season's trade.

The Beachem Mignardot Hardware Co., Santa Fe, New Mexico, which operates one of the largest retail establishments in the state, reports an excellent season's business thus far, and a most optimistic outlook.

Protect Your Profits



Know for a certainty that every sale is a profitable one.

Stop the overweight and undercharging drain on your business.

Protect your profits and give the best possible service to your customers by using

Dayton Moneyweight
Hardware Weighing Machines

The No. 74 Dayton Moneyweight Automatic and Computing Hardware Weighing Machine has a total weighing capacity of 110 lbs., with computing chart capacity of 10 lbs. The wire rack facilitates the weighing of wire, rope, screen, etc. The scoop and scoop "on and off" device and the extra large platform make for greater efficiency. This is the ideal weighing machine for the retail hardware business.

Ask our nearest Agency for a demonstration. It will be cheerfully given and entails no obligation on your part.

DAYTON MONEYWEIGHT SCALE COMPANY
DAYTON, OHIO

Subsidiary of
Computing-Tabulating-Recording Company
of New York

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"WHAT EVERY WOMAN WANTS"

What woman who appreciates the daintiness of soft, fresh lingerie and immaculate blouses so necessary to her well groomed appearance, has not wrestled with the laundry problem?

She dreads to submit them to the ordinary laundry, French or otherwise, the results of whose ruthless hanling she well knows. This fragile material requires careful treatment, and the Washerette has completely solved the problem, for it enables the busy woman to do her individual washing in the most efficient manner.

It is one of the handiest, most easily worked little washing machines ever invented. It is a perfect boon to the woman in the small apartment, hotel or flat, for she can simply attach it to the basin in her room, or to the kitchen sink, put in her clothes, select her own good soap, turn on the faucet power and her washing is done for her. She is thus assured of her garments retaining the newness and freshness of their original charm.

The Washerette is a splendid accessory for the housekeeper who "has all her washing done" with the exception of the fancy table linen, such as her luncheon cloths, napkins, center pieces and various kinds of art needle work, for which the modern woman is famous. These things, although she would not trust them to the finest laundry in the world, can be safely consigned to the Washerette to come out in all their pristine loveliness, white, smooth, no tears or breaking of the fine threads that compose the needle work designs.

This very efficient little machine needs only to be stocked and demonstrated by the merchant to make sales. Every woman in the community can use one and will want one after she is once convinced of its merits. Its size, entire lack of expense in operation, and medium price make it a most desirable product for a merchant to handle.

Order a couple of these machines, try a demonstration and see if they won't prove ready sellers. The business woman, the professional woman, and the housekeeper can all use a Washerette. You have only to tell them about it. It weighs only six pounds, is easily transportable and is truly "the dainty woman's accessory" in every sense of the word.

The Washerette Corporation of Rochester, New York, are the manufacturers of this attractive machine, and will be glad to supply our readers with all particulars upon request.

READY RESPONSE ON TOY SWEEPERS

The Bissell Carpet Sweeper Co. write us that the jobbing and retail trade alike have greeted the new toy sweeper with enthusiasm. The attractiveness of the goods coupled with low prices made possible by the big production methods and good profits to be made on their sale, perhaps account for the trade's response.

Toy sweepers should create additional interest in a department in which carpet sweepers and vacuum sweepers are sold, and a toy sweeper in the home is clearly a good advertisement for the full sized sweeping devices. From a standpoint of an article of merchandise, they sell at a profit.

The trade is rapidly coming to recognize that toys, or perhaps more correctly speaking "playthings," are an all the year around proposition, for the very obvious reason that children play all the year around, instead of just for a few days after Christmas; and too, every day is the birthday of some of the children of a community. Indoor playthings should be especially pushed during bad weather periods.

L. E. and D. T. Tarbox have purchased the Beach Hardware Co., Huntington Beach, Cal.

M. A. Prior & Son, formerly of Omaha, are preparing to install a hardware and furniture stock at Marian, Cal., in the San Fernando Valley.

NEW CHICAGO ESTABLISHMENT FOR REED & PRINCE

June 1 is the opening date of the Reed & Prince Mfg. Company's new store and warehouse at 121 North Jefferson Street, Chicago, Illinois.

The establishing of this branch has been furthered by a desire to render increased service to all buyers located in Chicago and points within a radius covering Illinois, Michigan, Wisconsin, Minnesota, Missouri, Iowa, Indiana and contiguous districts. Location in the center of the machinery and supply district, close to important freight terminals, is of untold advantage to the trade.

Under the management of Mr. J. V. Banks, about whom no remarks are necessary, the value of this new service is doubly assured.

The stock will comprise a full line of wood screws, machine screws, cap screws, set screws, stove bolts, nuts and small rivets of Reed & Prince standard quality.

"Prompt service and complete satisfaction" will be the motto of the Chicago branch.

Stiles McCoy Co. have succeeded the Western Implement & Seed Co. at Montesano, Wash., and report a very satisfactory season. They are handling complete lines of implements and farm hardware.

The Hub Hardware Co., Colton, Cal., report a splendid season's trade.

A. E. Inglehart, a contractor, is preparing to engage in the hardware and paint business at Bellflower, Cal.

H. E. Brown has purchased the H. A. Birdwell hardware stock at Eltopia, Washington, and consolidated it with his own.

The St. Mary's Hardware Co., St. Mary's, Idaho, have been improving the appearance of their store and adding to their stock.

The hardware store of H. D. Martinex at Benson, Ariz., was recently destroyed by fire with a loss of $20,000, partially covered by insurance.

Walter DeLong is the new manager of the C. W. Young Hardware Co. at Juneau, Alaska. This is one of the largest institutions in the territory.

C. E. Ellsburg & Co. recently opened a new store at Turlock, Cal., in which they will handle full lines of hardware, tools, paints and implements.

Goldstein & Iseman recently celebrated their quarter of a century in business in Visalia, Cal., and report an excellent business in hardware and housefurnishing lines.

B. E. French has sold his interest in the Race & French Hardware Co. at Lindsey, Cal., to A. E. Skinner, formerly connected with the Union Hardware & Metal Co.

Kelly Bros., who recently made extensive improvements in their hardware store at Hood River, Ore., have been adding to their line and report a good season's trade.

The Mehl Hardware Co., Ontario, Cal., recently held a spring opening at which prizes were awarded to a number of their customers, which they found a very interesting way of drawing a large attendance.

H. F. Gibbs, who recently closed out his grocery stock but continues his hardware business at Huntington Beach, Cal., has moved into a new location. The hardware business demands all of his attention.

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Columbia Brush Co.

MANUFACTURERS OF

BRUSHES

EAST ORANGE, N. J.

Floor Brooms, Counter Dusters, Radiator Brushes, Window Brushes, Fur Dyeing Brushes and Electrical Supply Brushes.

ASK FOR A STOCK ASSORTMENT



THE ONLY GENUINE

AL WILSON

SPINNERS
BASS SPOONS
CONNECTING LINKS
With the Safety Catch

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog

AL WILSON CO., Williams Building, San Francisco

YOU CAN'T LOSE IT
HOL-TITE HOSE WASHER
Patent No. 1100630

Patented.

Hol-Tite Hose Washers

WONT LOSE OUT

The SPRING of the OVAL SHAPE keeps them in

SPLENDID SELLER
REPEAT ORDERS
FINE PROFIT FOR **DEALER** AND **JOBBER**

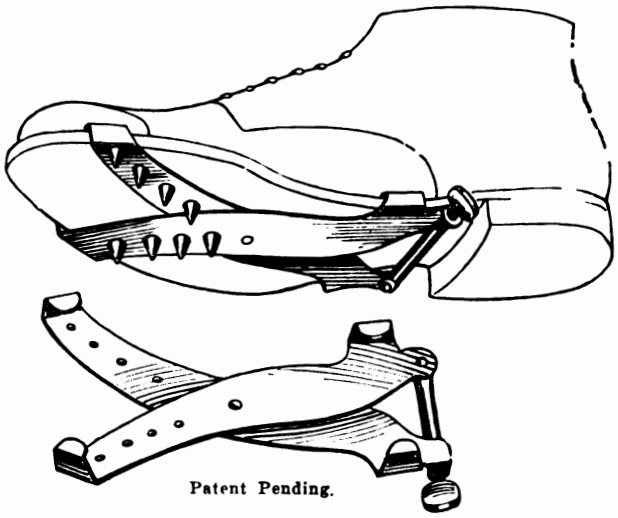
If your Jobber hasn't them, write us his name and we will send sample washer and show card.

Future orders will be packed **in counter display boxes** with show card in colors printed inside cover. Dealers who have been supplied with washers packed in cartons please write for **Display Card.**

HOL-TITE WASHER CO.

800 Fife Bldg. San Francisco
1613 Webster St. Alameda

"Kant-Slip" Creepers



Patent Pending.

SAFETY FIRST—Impossible to slip or fall.

SAVES TIME—Adjusted or removed quickly; enables wearer to "take the short cut."

ECONOMICAL—Outlasts the sole, thereby prolonging the life of the shoe. Fits all shapes and sizes.

USED BY hunters, hikers, fishermen, carpenters, painters, loggers, ice cutters, etc.

In writing state whether you are a jobber, dealer, or salesman, territory, etc.

"Easy-On" Drip Cup

(Paint Brush Attachment)



Patent Pending.

Every user of paints will want one. Protects walls, floors, clothing, etc.

THE MAC & MAC CO.

112 So. Curtis Ave., Alhambra, Cal.

(Hardware & Drug Supply Co., Des Moines, Ia., Distributors for Central States)

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REMINGTON CUTLERY MAINTAINS STANDARD

Even during the war period when the great new additions to the factories of the Remington Arms Co., Inc., were turning out munitions for the government, considerable thought was given by the company as to how the new plants could be utilized in times of peace. Since the Remington Arms Co. has always marketed its lines through jobbing channels, the company investigated different commodities that could be manufactured and sold in conjunction with arms and ammunition by hardware jobbers.

It was found that 55 per cent of the pocket cutlery used in this country previous to 1914 was imported from Germany. Investigation showed the American cutlery manufacturers were unable to cope with the largely increasing demand for pocket knives of better quality when importations stopped.

The Remington Arms Co. thus enter into the manufacture of cutlery with a modern, fully-equipped plant. Under the direction of their engineering department and cutlery works manager they have designed and built equipment of the most modern type—dies, tools, etc.—all thoroughly adapted to large scale production of a line of pocket cutlery that shall maintain the Remington standard of quality.

The company has gradually assembled, organized and drilled a large force of skilled cutlery workers, to join forces with the modern automatic machinery, utilizing new methods and ideas in every plan and operation.

Many Items Now Ready for Delivery

A representative line of desirable and salable patterns is now ready for delivery and further development of other new patterns is actively progressing. Many are in the actual process of manufacture.

Less than one year ago the first Remington jack knife was completed. Today a line of some 400 patterns is offered, covering jack knives, Premium stock knives, cattle knives, pen knives and many new items.

Large hardware jobbers throughout the country will stock Remington cutlery and each Remington salesman in the field will carry a sample line to show the retail trade the character, general make up and finish of the knives, every one with a sharp, keen cutting edge.

Another feature is the stamping of the number of the knife on the reverse tang of the master blade. All knives are wrapped in rust proof paper, packed one half dozen to the box. The latter is wrapped and sealed in moisture proof and dust proof glassene paper, insuring against dampness, etc. A sealed package insures a full package until the seal is broken.

An extensive advertising campaign will follow to introduce Remington pocket cutlery to the consumer and to the thousands of hardware dealers now selling Remington products.

Catalog Guarantees Against Decline

A catalog describing the full line is now ready for distribution. Although the new catalog cannot pretend to illustrate and describe their complete new line of American pocket knives, yet many new designs in knives have been added to their already large assortment of knives.

A large number of patterns shown in the new catalog are ready for immediate shipment, and a net price list to the jobber as well as a suggested list of retail prices will soon be issued in complete form. In the meantime the company will be glad to quote promptly on request.

All inquiries from the retail trade will be referred promptly to the company's nearest jobber.

The Remington Cutlery Works wish to announce that they have operated on full time, and it is the expectation of the company to continue on this basis strictly.

All cutlery prices are guaranteed against the company's decline and indications from every side point to the fact that the trade will be eager to see and learn the new Remington line.

THREE DIEMER BROTHERS NOW TOGETHER FOR BIGGER AND BETTER WHEEL GOODS BUSINESS

Now that Mr. Harry A. Diemer of St. Louis, has become sales manager of The American-National Co., the three Diemer brothers, William L., Walter H., and Harry A., are all together as officers of this company.

These three men have devoted their lives to the wheel goods business, and their father was well known to the manufacturers of children's vehicles. It is no idle statement that there is almost half a century of experience behind The Diemer Line Beautiful.

In a recent interview, Mr. Harry A. Diemer said:

"The American-National Co., without doubt, has grown very rapidly and developed its resources very efficiency in the building of children and baby vehicles. From the time William L. Diemer merged The American Metal Wheel and The National Wheel Companies, a few years ago, the new company has advanced by leaps and bounds. During the past year the Witzler Woodcock Company's factory in Perrysburg, Ohio, was purchased, and all three plants have been running at capacity to fill orders.

"Our sales organization extends into every part of the United States and Canada, and we are doing a splendid export business. Merchants and buyers alike everywhere have come to recognize that The Diemer Line Beautiful is in demand with the public buying children's vehicles and baby carriages.

"The policy of our engineers and designers is to keep our product a year in advance in features and design. The new 1921 models speak for themselves in their excellence of finish and splendid lines.

"In the baby cab line we are featuring several new numbers, machine woven carriages, built under our special process, called, 'Wear-Wel-Weav.' These baby vehicles will open the eyes of the trade.

"All in all," concludes Mr. Diemer, "in The Diemer Line Beautiful we have a product that is in demand, that sells easily and stays sold. Our new models and prices, as shown in our catalogs now at press, are in tune with the times, and now we are on our toes for 1921 business."

EXPECT A BUSY SEASON

On April 18 the directors and stockholders of the Lambert Tire & Rubber Company, Akron, Ohio, held an informal dinner at the City Club of Akron. After the dinner, President H. M. Lambert and Secretary-Treasurer John Hausam told of the excellent condition of the company at present and explained the sales and manufacturing policies for this year. They said that the demand for Lambert "Trublpruf" tires is steadily increasing in all parts of the country, and that plans are now under way to largely increase the manufacturing facilities to keep pace with this demand.

Edward S. Babcox spoke on the subject of what the tire industry may expect during the coming year. He was followed by Gordon Cook, president of The Akron Advertising Agency Co., who outlined briefly the sales promotion and advertising plans that will be followed by Lambert this season.

A. B. and M. A. Prior are preparing to engage in the hardware business at Owensmouth, Cal.

Brown & Leigh of Albany, Ore., have recently moved to a new location to give them increased facilities.

R. J. Prescott has purchased the hardware business of H. F. Gibbs at Huntington Beach, Cal., and has taken possession.

The Bellflower Hardware & Paint Co., Bellflower, Cal., have moved to a new location to give them increased facilities.

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CHAS. F. U. KELLY BECOMES DIRECTOR OF SALES OF THE QUAKER CITY RUBBER CO.

The Quaker City Rubber Co. has secured Chas. F. U. Kelly as director of sales. Mr. Kelly has an extended knowledge and experience, which especially fits him for such a position.

The Quaker City Rubber Co. is one of the oldest concerns in the country, having been established for more than thirty-six years, and enjoy a high reputation on their entire line of mechanical rubber goods.

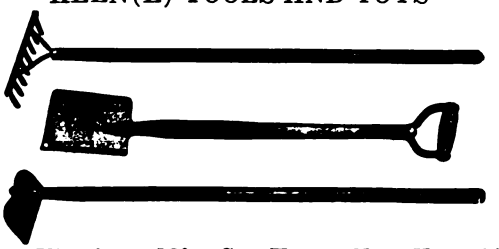
They have been manufacturing tires in a conservative way for the past seven or eight years, and have now reached the point where they are ready to enter the field in a more aggressive manner and are preparing to largely increase their production.

D. C. & H. NEW ACCESSORY CATALOG

The Automotive Accessory Department of Dunham, Carrigan & Hayden Co. has issued to the company's customers during the last month a new and complete accessory catalog, covering the entire line, and bringing the lists, the stock and the specifications up to date. The book contains over 400 pages, is liberally illustrated, and makes a most valuable reference source for any western accessory merchant.

The accessory department is completely separate, under the management of H. D. Matthewson, with a separate sales force and now a separate catalog. Mr. Matthewson tells us that the volume of accessory business handled through hardware merchants is steadily growing, and that wherever a store has shown a disposition to do justice to its accessory department, motorists in the community have quickly formed the habit of patronizing the store for their motor wants.

KEEN(E) TOOLS AND TOYS



The Kingsbury Mfg. Co., Keene, New Hampshire, have issued their 1921 catalog of garden tools and mechanical boats.

This line is popular with merchants the country over. There has been an increasing demand for garden tools and mechanical toys, and the Kingsbury Mfg. Co. are in position to supply the trade promptly.

They will be glad to send catalogs and give full information to any of our readers upon request.

Earl Polloc has recently added a hardware stock at Kapowsin, Wash.

Borg Bros. Co., Richfield, Utah, has incorporated with a capital stock of $35,000.

The E & W Hardware Co., Colton, Cal., are preparing to discontinue business.



KNAPSACK DUST SPRAYER
FRESNO
KNAPSACK LIQUID SPRAYER
SONOMA
These are the Best on the Market
Agents wanted.
Builders of Spraying Engines
CUSHMAN MOTOR WORKS
Stockton, Cal.

How the Hardware Dealer Can Sell More Levels

Lots of good workmen don't feel they need a new level until they see a Sand's.

They may have a heavy iron one or a warped, wooden old timer, and they go on using it until they once get a Sand's level in their hands.

Then they buy a new level.

It pays handsomely to carry Sand's levels in stock and display them prominently.

You not only get the business of the man who cannot resist buying when he sees a better level, but you get the business that goes to the mail order house when you do not stock and display levels.

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. The price range covers all competition. Your jobber will be glad to supply promptly.

The following features were originated and first applied by Sand's: The walnut level, the aluminum level, the solid set spirit glasses, the plate glass lens protection for spirit glasses and the friction grip wire locaters to define exact center instantly.

Write for fully illustrated folder describing Sand's levels for accurate workmen on every kind of work.

J. SAND & SONS
4855 RIVARD ST. - - DETROIT, MICH.

Cole's Safety
CAN OPENER

Easy to operate.
No danger cutting hand.
Cuts out top completely.
Saves every can.
Opens can of any shape.

Enables contents being removed in whole form.

It is absolutely SAFE.
A pleasure to use.
Guarantees satisfaction.
Made of best materials.

Dealers cannot afford to be without a stock of them because housewives, hotels, restaurants, grocery, packing house, can goods and brokers salesmen are all demanding them.

Fits in vest pocket like a "cigar"

Write for Prices. Samples 65c Each

SAFETY CAN OPENER CO.
STREATOR, ILLINOIS

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The human voice can soothe and please as well as insult and growl.

Having learned why you failed to make a sale, you ought to discover how to make the next one.

There's been a lot said against honking your own horn. Some claim it isn't modest, others declare it's egotistical. Yet most successful fellows succeed in getting their own horns honked good and loud. Immodest, egotistical, or what you will, it usually pays. People are human—and busy. They like to hear what others have accomplished, but haven't the time to look up their records. But they can always listen, and they will listen to the praises of others, no matter who is honking the horn.

There should be no such thing as spare time; all time should be given to honest work or honest rest.

We have all read the pathetic story of the man without a country, of the one who, failing to attain the height of ambition, gave way to a burst of passion and decided that he had no further need of his country. Its parallel as found in every industry—these business folk who, failing to obtain what they want, cease honestly to do the work before them. They are lost souls who know not the joy of living by doing. They don't really live—they only exist, when they could be producing, improving and climbing day by day toward the goal which they have failed to reach.

THE SWARM OF BEES

(By Dr. Frank Crane)

HERE is a swarm of **Be**es. If you attend to them, they will make you the honey of success. And if you neglect them, you are apt to get stung:

Be Polite. Politeness will get you out of more difficulties, climb you more hills, cut you more barbed wires, find you more smiles, than any other quality you can acquire.

Be Sure. Don't guess. Don't suppose. Find out exactly. Know. And if you don't know, ask.

Be clean. Water and whiskbrooms are cheap..

Be Honest. Even when nobody's looking.

Be on Time. People that have to wait for you don't like you.

Be Patient.

Be Cheerful. And if you can't be cheerful, look cheerful, anyhow.

Be Considerate. Don't be officious, nor meddlesome, nor a nuisance, but—you know—be considerate.

Be Careful. Better be careful one hundred times than get killed once. Look out for these **Be**es.

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If you would win a man to your cause, first convince him that you are his friend.

Some happy day we shall beat our swords into plowshares and our jazz bands into unconsciousness.

When skies are gray and you are blue and the future looks black, don't be green enough to become a "Red." Just be white, and stick to your colors.

Our great problem of the future is to adjust our minds to the new power we have created. We are still thinking in terms of man-power, while we are doing our work with steam-power.

Obstacles are the testers of our manhood. Without them we would not be required to think, plan, scheme, invent and work with the same determination to win which sweeps aside the many obstacles placed in our path on the road to success.

Steam in salesmanship is about the same as it is in a locomotive; it needs to be guarded with governors, eccentrics, and other regulative devices, so that it is not utilized until the piston is in position to receive it, and deliver its full working capacity.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durable
- Valve Discs
- Rod Packing
- Sheet Packing
- Union Gaskets
- Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

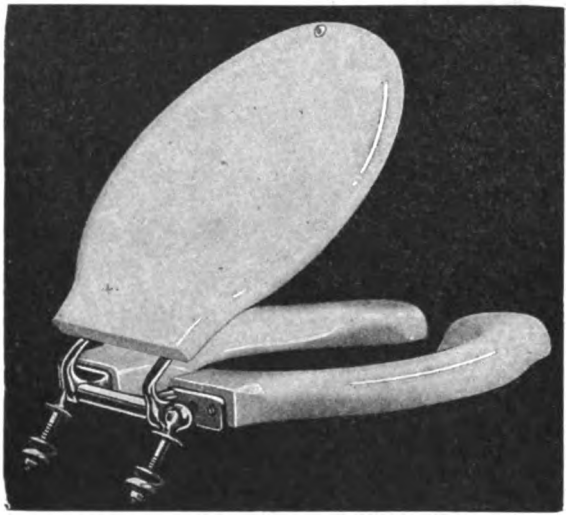
The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.

Church Seats

Permanently White



Open Front and Back

A Closet Seat, to be satisfactory, should not only be WHITE when NEW, but should REMAIN WHITE year after year. Church Closet Seats have earned this reputation for continuous satisfactory service.

Leading architects, sanitary engineers and plumbing contractors specify and install Church Seats with the assurance they will always make good.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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OFFICIALS OF THE OREGON STATE ASSOCIATION OF MASTER PLUMBERS

No plumbers association can boast of a more businesslike, progressive, as well as handsome group of officials than the Oregon Association.

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PLUMBERS OF OREGON MEET IN ANNUAL CONVENTION

The Master Plumbers of Oregon celebrated their 20th anniversary at Portland, May 20 and 21 with one of the best and most interesting conventions ever held. It was fitting that Portland should be chosen as the city in which to hold it, for no other city in the country has more enterprising and loyal jobbers than Portland.

A most attractive souvenir program in colors was issued by the plumbers in cooperation with such enterprising institutions as M. L. Kline, Peerless Pacific Co., Oregon Brass Works, Walworth Mfg. Co., Marshall-Wells, Pacific Sanitary Mfg. Co., and a number of others.

We go to press with our issue this month before the convention closed. Aside from the business sessions of the convention, which were well attended and most interesting, entertainment was provided for the wives and daughters of the plumbers. A banquet was given Saturday at the Hotel Benson and Sunday a picnic was held at Eagle Creek. Everyone voted the convention to be the best that had ever been held.

The advantages of coming together and discussing the problems that confront the plumbers is realized more and more. The spirit of cooperation between manufacturers, jobbers and plumbers was manifested in various ways.

The fellow who is always buying feed for chickens doesn't always run a hen farm.

Many of your customers are itching to buy your goods but hold back. Help them scratch.

Your brain is capable of becoming just as big as you take the pains to make it. To grow, it must be fed and exercised.

There's no profit in regret unless it spurs one on to do something which will prevent a repetition of the occurrence which caused it.

There's sometimes a difference between winning customers and winning an order. Win customers.

When coupling your opinion with a tee-dious subject, you form a union which will cause you to plug hard to elbow your way out, and cap the climax.

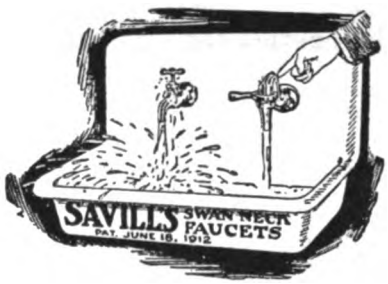
—Reegtherhymer.

AN IMPORTANT UNION

Weary Willie: I have a position with the railroad company.

Loafing Larry: What doin'?

W. W.: You know the guy that taps the axles? I help him listen.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.



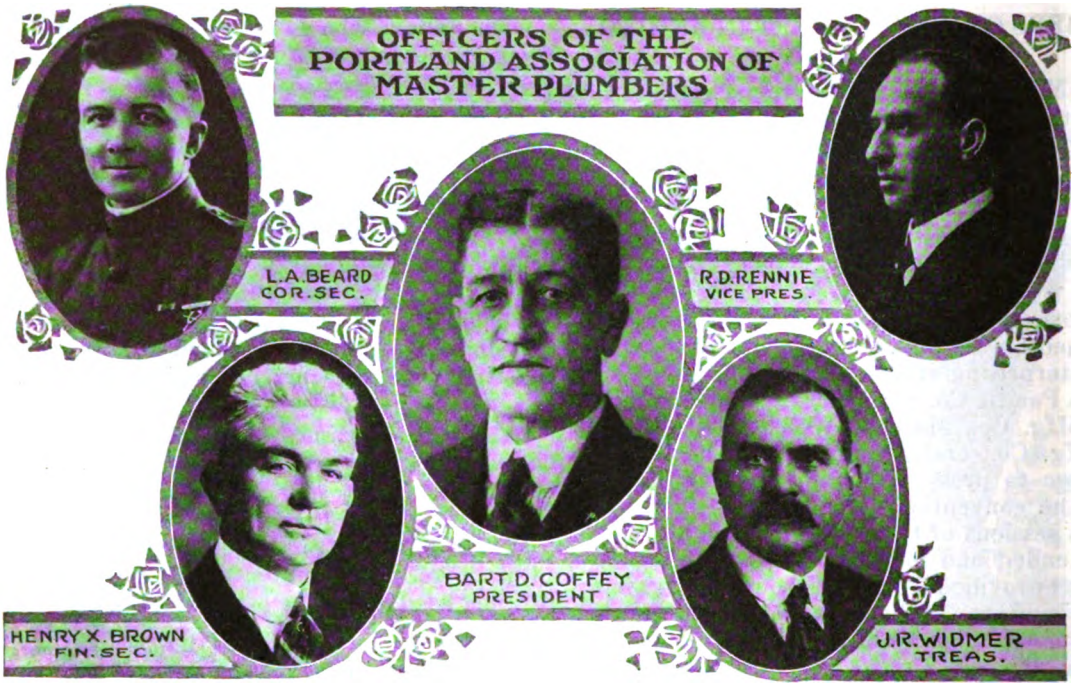
No. 10 Steel ¼" to 4"

Plates that Please
ORDER NOW
and be ready with a stock
Increasing Demand for "B & C" Styles
Catalog on request
THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St.
San Francisco, Cal.

SEE OUR CATALOGUE IN SWEETS

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Not only have the officers of the Portland Association cooperated most efficiently in seeing that their visiting guests would have a helpful as well as an entertaining convention, but everyone who has anything to do with the plumbing business has proved a regular wheel horse in helping.

A Bath in Every Home

As we write this article the campaign that is being conducted for a bath in every home is meeting with a hearty response.

Manufacturers and jobbers have given loyal, enthusiastic cooperation, and it only needs the personal interest of every plumber to make this work a success in his community. But remember that no one can do your work for you. If the interest lags, if the results are not secured in your own community, make sure that you yourself have not been half-hearted or luke warm in your cooperation and zeal.

It is stated that there are seventeen and a half million homes in this country without proper bathing facilities. Even down to the humblest cottage, every home should be a live prospect.

Proper bathing facilities require bath tubs, lavatories, toilets, piping, water heaters and heating equipment. No one could be so poor as not to afford at least the necessary equipment, for it is a matter of health and sanitation, and if the subject is presented in the right light, if it is shown that it is really a matter of economy, that such facilities are not only a convenience, but prevent sickness and suffering, it would be a short sighted person indeed who would be deaf to such appeals.

The Trade Extension Bureau of the Plumbing and Heating Industry, who maintain their headquarters at Evansville, Indiana, of which Wm. J. Woolley is secretary and manager, are very anxious to cooperate with every plumber.

The campaign need not be confined to one week alone, it should be a constant and continuous program, but in order to be a success it must have the active cooperation of every plumber, not only in the large cities, but in the smaller towns. In no other way can a plumber show his interest in the welfare of his community better than by emphasizing the need of a bath in every home.

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NO MAN GETS SO MUCH AS HE WHO GIVES EVERYTHING HE'S GOT

(By Bruce Barton)

We were talking recently about a man in New York who seems to have reached the end of his rope. "It's curious," said one of the group, "we thought he was going to be one of the big men of the town. He isn't forty, and yet you never hear anything about him any more."

An elderly man spoke up quietly.

"I think I can tell you the answer," he said. "Our friend started out with one idea—to get money and to get it quickly.

"And no man who sets out in life to make money ever makes very much.

"You've got to start out with the idea of making something else—a good product, or a fine business, or a worth-while career.

"Then the money takes care of itself."

I recalled, as he spoke, a remark that the late George W. Perkins once made to me. He said:

"I am constantly amazed at young men who want me to use my influence to get them better positions or an increase in salary. I never in my life asked for more salary or a better job.

"I just jumped into the game with a lot of other fellows who wanted to make the New York Life Insurance Company the greatest thing of its kind in the world.

"We made the company great and the company made us rich."

Emerson, who said about everything worth saying, said something like this in one of his essays:

"See how the mass of men worry themselves into nameless graves; while here and there a great unselfish soul forgets himself into immortality."

There is a lot of sound business truth in that remark. The man who is for himself, "first, last and all the time," usually winds up last instead of first.

The man who takes care of his company first, finds in the end that the company has taken care of him over and beyond anything that he could ever have hoped for himself.

And no man gets as much out of business as the man who gives everything that he's got.

C. A. Anderson and J. J. Miller are engaged in the plumbing business at Inglewood, Cal.

Wayne Jones has opened a plumbing business at Zelzah, Cal.

A. Shanahan & Son recently engaged in the plumbing business at Soledad, Cal.

C. E. Peek, a plumber of Glendale, Cal., has been adding to his line, and is keeping busy.

S. L. Williams and W. T. Anderson recently purchased the C. M. Smith Plumbing business at Odessa, Wash., and report a very satisfactory season's trade.

SCAIFE "Copper-Brazed"

TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

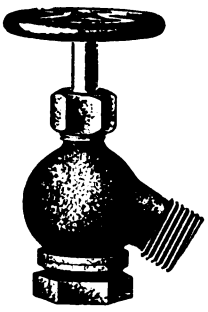
WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

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KEEP A PULLIN'

Ef the tide is runnin' strong,
Keep a pullin'!
Ef the wind is blowin' wrong,
Keep a pullin'!
'Taint no use to cuss and swear—
Waste your breath to rip and tear;
Ef it rains or ef its fair,
Keep a pullin'!

Tho it's winter or it's May,
Keep a pullin'!
Ef you're in the ring to stay,
Keep a pullin'!
Tho you can't see e'en a ray,
Sun is bound to shine some day;
Got to come 'fore long your way;
Keep a pullin'!

When you're sick and tired, too,
Keep a pullin'!
Never 'low you're feelin' blue,
Keep a pullin'!
Ain't no good in blamin' fate
Cause you're workin' hard and late,
Better say you feel first rate, and
Keep a pullin'!

Fish don't bite just for the wishin',
Keep a pullin'!
Change your beat and go to fishin',
Keep a pullin'!
Luck ain't nailed to any spot;
Men you envy, like as not,
Envy you your job and lot;
Keep a pullin'!

Sympathy is just a fake;
Keep a pullin'!
No one feels it when you ache;
Keep a pullin'!
Only this is worth yer while;
An' you'll find it helps a pile
When the wind blows hard to smile;
Keep a pullin'!

Ef your runners strike bare ground,
Keep a pullin'!
Don't give up, and don't go round;
Keep a pullin'!
Wouldn't give a boss his grain
Ef he wouldn't break a chain—
Back up prompt, an' pull again
Keep a pullin'!

S'pose yer haven't got a cent;
Keep a pullin'!
Not a red to pay the rent;
Keep a pullin'!
Gettin' busted ain't no crime;
Gorry, mighty! that's the time
Grit will make a man sublime,
Keep a pullin'!

Can't fetch business with a whine;
Keep a pullin'!
Grin and swear you're feelin' fine;
An' keep pullin'!
Summin' up, my brother, you
Hain't no OTHER thing to do;
Simply GOT to pull 'er through;
So keep pullin'!

—R. H. Cheney.

Dollars don't grow on bushes, but they fall to the guys who go out to gather them in.

If you haven't faith in what you're doing, it's a good hunch that you're just where you don't belong.

No one succeeds by sitting around waiting for something to turn up, but by getting out and doing the turning.

Work and play seldom go together, but it's a rock-bottom fact that hard workers frequently are the hardest players.

Like store, like man. Your store shows to the public what kind of a man you are. Is it giving the public the impression you desire?

Show an intelligent man where he's wrong, and he'll thank you; try to show an ignorant one, and he'll curse you because he doesn't know better.

A MUCH SIMPLER TEST WOULD HAVE ANSWERED

"There isn't much I don't know about the English language," boasted the stenographer applicant.

"I'll test you," said the employer. "I'll dictate a paragraph to you."

With an assured air the stenographer seized her pencil, but her jaw dropped as she heard:

"As Hugh Hughes was hewing a yule log from a yew tree a man dressed in clothes of a dark hue came up to Hugh and said: 'Have you seen my ewes?'

"'If you will wait until I hew this yew tree I will go with you anywhere in Europe to look for your ewes,' said Hugh."



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio



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OFFICERS OF THE LADIES AUXILIARY TO THE PORTLAND MASTER PLUMBERS ASSOCIATION

Not a whit behind the men have been the wives and daughters of the Portland Master Plumbers to see that their visitors would carry away with them pleasant memories of the Portland Convention.

E. H. Rush has opened a plumbing shop at Sisson, Cal.

Gus Wendland has purchased the plumbing business of Fred Brunner at Winlock, Wash.

A. C. Macomber has purchased the stock and business of the Waitsburg Plumbing Co. at Waitsburg, Wash.

Austin Munger pioneer and founder of the plumbing firm of Munger & Munger at Pasadena, passed away at his home recently. He is survived by his widow, one son and daughter. He was highly regarded by all who knew him.

Crawford & Tilley are new plumbers at Arcata, Cal. They also handle hardware and electrical goods.

W. K. Weaver, a plumber of Watts, Cal., reports an excellent season's trade thus far, and a good outlook.

The Sanger Plumbing House are having a new building erected for them at Sanger, Cal., and they report a busy season.

Phillips' Heating, Ventilating & Manufacturing Co. has been incorporated with a capital stock of $50,000, having a new factory building erected for them at 1710 West Washington Street, Los Angeles.



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

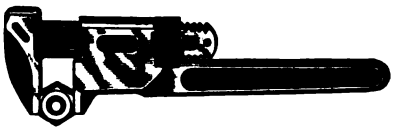
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools**, made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

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WHEN SALESMEN COLLECT BILLS AND FAIL TO TURN IN

(Copyright, Elton J. Buckley)

This question will appeal to a great many:

I am in trouble with one of our outside men, who has suddenly gone wrong after having worked faithfully for us for over ten years. We were compelled to let him go for various delinquencies, and after he went we learned that he had collected considerable sums from customers without turning them in. Apparently this has been going on for about two months, and it runs into a rather big sum.

One of our partners believes that as we never authorized this man to collect bills, the customers ought to bear the loss and they could be compelled to pay again, and then go after the salesman to get their money back. Please advise if there is anything in this. I should say that the man in question was out to sell goods only, but occasionally he would collect a bill and turn it in. We never had any conversation with him about it either one way or another. We are of the opinion that customers ought to be more careful as to whom they pay money, and it might be a good lesson to them to have to pay the account twice.

X., Y. & Z.

It is the very well settled law that an agent who is sent out to sell goods only, that is, to take orders only, and who hasn't the goods he is selling in his possession, has no implied authority to collect for those goods, and if he does collect and fails to turn the money in, his employer can make the debtor pay the debt again. A debtor always pays at his peril to such an agent or representative as that. If the salesman turns it in, all right, but if he doesn't, the customer may be in the same position that a Pennsylvania merchant named Di Marte was in only a short time ago.

Di Marte was dealing with a jobbing house called Sheppard-Strassheim Co., who employed a salesman named D'Amico. Through the salesman D'Amico, Di Marte bought a bill of goods amounting to $74.52. The goods were delivered and some time later Di Marte paid the salesman for them. D'Amico didn't turn the money in, and Sheppard-Strassheim refused to recognize the payment and called on Di Marte to pay it again. He refused and the matter got into court. The court decided that as Di Marte had not paid the debt to anybody legally qualified to receive it, he had not paid it at all, and must pay it again. The following is from the decision:

There was no evidence submitted to show that D'Amico, as the salesman of the plaintiff company, had authority to receive payment. The principle stated in 2 Corpus Juris, 605, under Power to Receive Payment, applies to this case. We there have: "But where the agent has not the possession of the goods and no other indicia of authority, and is authorized only to solicit orders or to take contracts to submit to the principal for approval, he had no implied power to collect at any time, and the purchaser makes payment to him at his peril." This principle denies to brokers or traveling salesmen not having possession of the goods, but selling for future delivery, to be paid for upon delivery or at any other future time, any authority, upon these facts alone, to collect payment for such goods, unless the principal confers such authority.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.



No. 206 Torch
List Price
Each $32.00
Ask for
Discount

C. & L.---The Quality Line

We are constantly experimenting at our own expense—NOT AT THE EXPENSE OF OUR CUSTOMERS—to improve our Tools and make them more efficient for every use. Our DOUBLE BLUNT NEEDLE KEROSENE OR GASOLINE TORCHES are the last word in Torch construction. The Blunt Needle Burners will do away with the largest percentage of Torch troubles. Include our No. 206 Two-quart Torch in your next stock order and prove our assertions. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO.

10611 Knodell Ave., Detroit, Mich., U. S. A.

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There is one exception to this rule, where the employer has supplied the customer with apparent reason for believing that the salesman has authority to collect. For instance, in the very case cited by the above correspondent, he says that his embezzling salesman had occasionally collected a bill, which he had turned in, and that he, the employer, had never had any conversation with him about it. I suppose that means that he never forbade the salesman from collecting, or gave customers any notice not to pay him. Any customer who had paid a bill to a salesman and who later received credit from the house for the payment, would have the right to believe that the salesman was authorized to collect, and any later payments made to the salesman, even if not turned in, could never be recovered by the employer again. If he tried such a thing the court would at once inform him that it was his fault that the customer paid the bill to the salesman.

The answer to the correspondent, which all readers hereof can take to themselves, is therefore this: If any of the bills which the salesman collected were paid by customers who had never paid the salesman before and who had no reason for believing that he had authority to collect, they can probably be collected again, if the correspondent thinks it good policy to do that. Contrary, however, as to bills collected from customers who had paid the salesman before and had gotten credit from the house for those payments. In such cases the customers would have an invincible defense to any demand that the account be paid again, viz.: "You held the salesman out as a collector when you let him collect and recognized the payment."

My observation is that it is well to be very tight about this business of letting salesmen collect bills. Either make it a rule that they can collect everything they can, or a rule that they can collect nothing, and if you make the second rule, have no exceptions to it.

Mr. Oehler recently purchased the plumbing department of the Owen Bros. Hardware Co., Raymond, Wash.

S. M. Shultz has disposed of his plumbing business at Avalon, Cal., to Carson & Seaman. Mr. Seaman is engaged in the plumbing business at Pasadena.

J. Fitzgerald of Ramona, Cal., expects to move into a new building, which will give them increased facilities for increasing their plumbing line. They report a busy season.

John Michelson recently sold his interest in the Globe Plumbing and Sheet Metal Works at Lodi, Cal., to Albert Dutschke, formerly connected with Henderson Bros. Co.

Erickson & Gardner Plumbing and Heating Co. have recently moved into a new building, which will give them facilities for carrying an increased stock, at Puyallup, Wash.



Nye the Die Man

A Jackass Is All Heels —A Bulldog All Jaw!

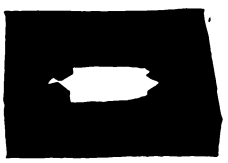
A jackass is a pessimist, and kicks;
A bulldog is an optimist, and hangs on!
A jackass listens to what others say;
A bulldog watches what others do!

Be a Bulldog!

Speed up work, cut down costs—and hang on!
Use the best tools, do the best work—and hang on!

The Nye Die

Is the bulldog of dies—it hangs on!
It cuts pipe and cuts costs.



Nye Solid Die

The Nye Tool & Machine Works
108-128 No. Jefferson St.
Chicago, Ill.



Nye Armstrong Die

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SMILES

Years ago, I remember being caught by the old riddle in connection with this word:

Why is smiles the longest word in the English language?

Because, there is a "mile" between the first and last letter.

The further I go in business, the more I like to think about the mile of goodness in the word smiles. It means so much. How much further a man can travel in a day with a smile, than he can with a grouch. How much further a man can see along the road of opportunity with a smile than he can with a grouch. Start up that mountain of business success, that mountain of good deeds, that mountain of accomplishments or that mountain of hopes for the future. Notice those who have the smiles and see how many miles they are in advance of those with the grouch.

With the man who smiles, darkness creeps into dawn, the dawn blossoms into the full day, and the full day fades into a glorious starlit night. There seems to be no more darkness, anywhere, once the smile is real. And so, time floats by, mile after mile of it, in happy content with the man who can smile honestly. Meanwhile the man with the grouch is groping hopelessly in the dark.

If I were asked what should be the sixth sense, and most valuable of all to the general welfare of mankind, I believe I would answer—smiling.

IN RE: ENTHUSIASM

Enthusiasm is the live wire of commerce that compels and dominates the magnet of success.

Study the prominent business man, the successful salesman, people of character and energy, and you will find that, without exception, the source of their power is Enthusiasm.

Cultivate enthusiasm and life becomes brighter and character stronger.

Begin today, be keen. Work becomes fascinating when tackled with enthusiasm.

Even the most obdurate buyer cannot long withstand the enthusiastic salesman, and enthusiasm is just as necessary in the office or work shop as "on the road."

UPHILL WORK TO AMERICANIZE 'EM

Recently published figures give the number of foreign-language publications in this country as more than 1200, 147 of them daily newspapers. They are in 36 languages and their combined circulation is 10,000,000. Some of them serve a useful purpose, bringing legitimate news to those who can read no other language, but a large proportion are propagandist sheets advocating Socialism, Communism, Anarchism, Bolshevism, etc.



No. 208 Torch
List Price
Each $17.00
Ask for
Discount

**MAXIMUM HEAT—
MINIMUM EXPENSE**

Our new No. 208 Double Blunt Needle Torch uses less fuel and produces two to three hundred degrees more heat, doing its work quicker and cheaper than other makes. Better try one of these new Torches and you will be entirely pleased. The test is in the using. Catalog upon request. Jobbers supply at factory price.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.
Detroit, Mich., U. S. A.

Here, There, and Everywhere

you will find mechanics using the "Always Reliable" tools. In fact, it is just as our manager stated recently, "The sun never sets on our line." This statement is very true, as the "Always Reliable" tools are now sold throughout the entire world.

Why are more of the "Always Reliable" torches, furnaces, braziers, and plumbers' tools sold now than in the past? Just because this line is becoming known universally for its quality and merits.

When you buy any tools of this make you know you are thoroughly covered by our guarantee. Due to the fact that each and every article is made by skilled workmen, and from the best materials money can buy, they are guaranteed to be in first class working order when shipped from the factory. Any tool not so will be replaced by the jobber or dealer without charge.

Your jobber can supply you at factory prices.

OTTO BERNZ CO., NEWARK, N. J.
Established 1876

YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY **B. B. HIGH PRESSURE BALL COCK**



Has Only One Packing Which Is Readily Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.

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Edward Layne is enlarging his hardware, plumbing and sheet metal establishment at Chowchilla, Calif.

E. L. Doherty and Chester Stevens have leased a building at Lomita, Calif., and will engage in the plumbing business.

Chas. T. Newman, a plumber at Burbank, Calif., has leased a new building in which to move his plumbing shop. He is keeping quite busy.

Phillip Oehler has taken over the plumbing interests of the Owens Hardware Co., Raymond, Wash., and will continue the business individually.

J. W. Ford has purchased a half interest in the J. M. Witt plumbing business at Porterville, Calif. The new firm will be known as Witt & Ford.

J. Oscar Johnson is preparing to install a new plumbing and heating plant in a building recently purchased at W. 1018 Eighth Ave., Spokane, Wash.

PA KNEW—EXTRA EDITION

"Pa, what are 'extradition' papers?" asked little Bobby, who had seen the word used in criminal stories.

"I am not quite sure, my son, but you might go over there to that newsboy and get some; don't you hear him calling them: 'Yoexstra' papers, get your extra 'dition papers.'"

A STANDING JOKE

In the course of one of his lecture trips Mark Twain arrived at a small town. Before dinner he went to a barber shop to be shaved. "You are a stranger?" asked the barber. "Yes," Mark Twain replied. "This is the first time I've been here." "You chose a good time to come," the barber continued. "Mark Twain is going to read and lecture tonight. You'll go, I suppose—" "Oh, I guess so." "Have you bought your ticket?" "Not yet." "But everything is sold out. You'll have to stand." "How very annoying," Mark Twain said, with a sigh. "I never saw such luck! I always have to stand when that fellow lectures."

The man who can make the most of the moment has no need to fear the outcome of days and weeks. Frequently the earnings of many weeks depend upon accepting the opportunity of a moment—an opportunity which presents itself in one instant and is gone in the next.

LUCKY MAN

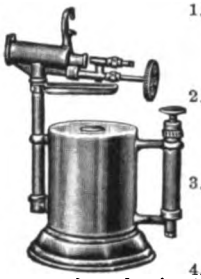
"My brother is living in Ireland, and says he is delighted."

"Delighted at living in Ireland?"

"No! Delighted to be living!"

Why TURNER?

5 Reasons for "Turner New Line Blow Torches"



1.—The Baffle in the Burner Tube (TURNER PATENT), which perfectly "gasifies" the present-day heavy gasoline or kerosene.

2.—The Separate Adjusting Needle (TURNER PATENT), which prevents enlarging the fuel opening. Shut-off below prevents corrosion.

3.—The Flared Tube Air Intake (TURNER PATENT), which automatically gives correct proportions of air and fuel, regardless of size of flame used.

4.—Light Weight. High grade metals and scientific design give strength and efficiency without dead weight. Continuous use does not tire operator.

5.—No clogging. Ordinary torches clog quickly. We burned two NEW LINE Torches, one on gasoline and the other on kerosene, ten hours a day for two months with no trouble from clogging.

Will you try a TURNER NEW LINE BLOW TORCH at our risk?

Will you find out for yourself if you are wasting time and money on ordinary Blow Torches?

Ask your Jobber, or SEND TO US for a TURNER NEW LINE BLOW TORCH.

If three days' practical use fails to convince you that it is the best Blow Torch you have ever used, you may return it at our expense for shipment both ways, and the demonstration will not have cost you a cent.

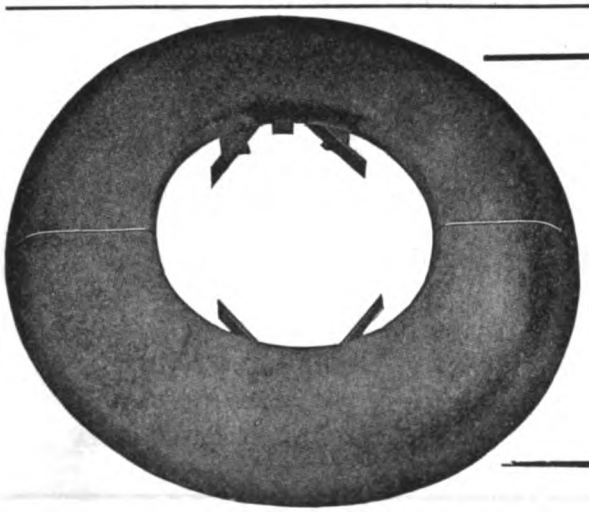
(Sample Torch will be billed through your Jobber if you decide you can't get along without it.)

PRICES NO HIGHER THAN FOR ORDINARY TORCHES.

Just tear out this ad., write your name and address on the margin and mail to us.

THE TURNER BRASS WORKS - Sycamore, Illinois

Fifty years of manufacturing experience.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.

NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS

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BUSINESS OPPORTUNITIES

SALESMAN

Salesman calling on hardware and general trade in western states to handle high-grade Ski and Toboggans as side line. Northland Ski Mfg. Co., 2306 Hampden Ave., St. Paul, Minnesota.

WANTED

Salesmen to handle an established line of Auto Accessories to the dealer on good commission. Well-known item that every dealer sells with profit. State other lines carried. Address X. Y. Z., c|o HARDWARE WORLD.

FOR SALE

Clean Stock of Hardware in Southern Idaho. Stock and fixtures will invoice $5,000. Will sell or rent building and home. Good opportunity for a young man. No competition. Address L. J. T., care HARDWARE WORLD.

WANTED

Warm Air Furnace salesman for local territory, who is capable of handling sales, planning and supervising the installations. Sales average about one hundred furnaces a year. Address H. J. M., care HARDWARE WORLD.

FOR SALE

Prosperous Hardware business in well settled irrigated district in Sacramento Valley. Stock will invoice at $25,000. For cash only; no trades considered. Address C. & H., care HARDWARE WORLD.

POSITION WANTED

Buyer and Manager, 36 years of age, 17 years' experience in Wholesale and Retail Hardware and Housefurnishings, 8 years as Buyer and Manager, wishes connection with progressive wholesale or dept. store as Buyer and Manager. Now employed, good reasons for changing. Best references. Address G. L. M., care HARDWARE WORLD.

WANTED

Position in Hardware and Furniture Store. Have twelve years' experience in the business, five years as a buyer and manager. Have been located in the Middle West, but wish to get first hand acquaintance with Pacific Coast conditions with a view of permanently locating here. Address, N. Dak., Care HARDWARE WORLD.

POSITION WANTED

Have been manager of a hardware store for several years, but desire to make a change where there is opportunity for advancement. Best of references and bonds furnished. Am married, of good habits and will do my level best to fill a place full. Address Box 2,000, care HARDWARE WORLD.

FOR EXCHANGE

80 acres of fine level raw land in the central part of the great San Joaquin Valley, California. Good crops growing on all adjoining sides. Located near splendid town of 5,000, on good paved highway, with church and school at the gate. Adjoining land held at $250 to $500 per acre. Will take much less for this and want Hardware, Auto Accessory, Sporting Goods business or Pool Room. Address Box 221, care HARDWARE WORLD.

FOR SALE

A new clean stock of Hardware, consisting of Household Utensils, Stoves and Ranges, Paints, Oils and Glass, Tools, Auto Accessories, Sporting Goods and Shelf Hardware. Stock and fixtures will amount to about $24,000. Located in the very best agricultural section of central California, devoted to Orchards, Vineyards and Dairying. In a city of over 6,000 population. A good opportunity for anyone to get into the Hardware game, as this stock is absolutely new and in good condition. Reason for selling: Owner is taking up other work. Address H. H. H., care HARDWARE WORLD.

WANTED

Position in Hardware Store. Thirty years of age; twelve years' experience; best of references. Address H. W. B., care HARDWARE WORLD.

SITUATION WANTED

Hardware Traveling Salesman in the best accepted sense of that term, now engaged, and with 20 years of successful selling in Pacific Coast territory, bearing endorsements as to character and ability from Pacific Coast Jobbers and who can refer to the editor of this paper. Available at any time and invites correspondence. Address Box 57, care HARDWARE WORLD.

FOR SALE

Reinforced concrete garage building, 50 front by 154; corner, now bringing $150 mo. rent (14%); price $12,000. Also reinforced concrete building, 54 front by 60, now bringing $75 mo. rent (10%); price $8,500. Garage clean stock, invoiced Jan. 1, $11,000, including fixtures. Business last year $40,000 (No shop included). Also stock of groceries, hay and grain, invoiced Jan. 1, $3600, with no boss. Want to sell all or any part. I have too much. F. C. Parrish, Deming, New Mexico.

REPRESENTATION WANTED

A reliable, well-established firm manufacturing a line of Gas Ranges, Gas Cookers, Hot Plates, Oil Cooking and Heating Stoves and Portable Ovens desires representation for Pacific Coast and Western territory. Applicant should have selling experience with display room and some knowledge of the merchandise. A good opportunity for an ambitious, progressive firm or individual with an organized selling force. Give full record of your services, references and territory traveled. Your reply will be treated in confidence and no investigation made without first consulting you. Address Box 925, care HARDWARE WORLD.

There are Big Profits

FOR THE

"LIFETIME" DEALER

The Pacific Coast dealer selling "Lifetime" Aluminum Cooking Utensils realizes more profit than he would otherwise be apt to make.

He has all the advantages of buying a Pacific Coast product plus that of handling a well known, quality line at a popular price.

Write to our Service Department for details of our special deals.

"Lifetime" Aluminum Ware is guaranteed for a Lifetime.

LIFETIME WARE
PURE ALUMINUM

Aluminum Products Co.
Of the Pacific Coast
OAKLAND, CALIFORNIA

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

Blank Rim Fire—	Semi-Smkls	Box Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	.....	.....
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive.	1.15	1.30
32 S & W	1.05	1.15
32 S & W Long	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive.	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—
MEDIUM GRADE.
BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot.	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3⅛ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	1.50
10 Ga., per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40

Empty Brass Shells—

Best Qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10

Wads—

Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.30

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—	
Size 7	3.35
Size 8	4.00
Size 9	4.65
Size 10	4.00
Size 12	4.75
Kettles, Berlin—	
2½ qts.	5.75
4 qts.	6.65
5 qts.	8.00
6 qts.	8.75
Kettles, Maslin—	
4 qts.	5.10
6 qts.	5.75
8 qts.	7.50
12 qts.	10.50
Kettles, Tea—	
Size 6	6.85
Size 7	7.85
Size 8	8.50
Pans, Lipped Sauce—	
2 qts.	4.75
3 qts.	5.25
4 qts.	5.75
Skillets—	
Size 6	3.50
Size 7	3.85
Size 8	4.25
Size 9	4.85
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch	.30
Waffle Moulds—	
Size 7, Low	4.75
Size 8, Low	5.15
Size 7, Deep	5.15
Size 8, Deep	7.90

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	2.25
3 quart	3.25
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.35
9½ inch	.40
10½ inch	.50
11½ inch	.60
Kettles, Convex—	
2 quart	1.35
4 quart	2.25
6 quart	2.75
8 quart	3.25
10 quart	4.00
Kettles, Preserving—	
3 quart	1.50
6 quart	2.25
10 quart	3.25
14 quart	5.00
Kettles, Tea—	
5 quart	5.00
6 quart	6.50
8 quart	7.25
Ladles—	
½ pint	.30
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1½ inch	1.00
Pans, Bread—	
9¾x5⅝x2¾ inch	.80
Pans, Cake—	
Round, Plain, 8⅞ in.	.50
Round, Plain, 9⅝ in.	.60
Rd., Loose Bot., 8⅞ in.	.60
Rd., Loose Bot., 9⅝ in.	.75
Square, Plain, 9½ in.	1.50
Tube, Plain, 9 inch	1.10
Tube, Plain, 9⅝ inch	1.50
Mountain, 9⅜ inch	.70
Pans, Corn Cake—	
6-cup	1.35
12-cup	2.50
Pans, Dish—	
10 quart	3.75
17 quart	5.00
Pans, Fry—	
9⅞ inch	3.25

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... 1.00
00 ..... 1.25
020 ..... 1.50
030 ..... 1.70

Boilers, Coffee
60 ..... 1.35
80 ..... 1.85
100 ..... 3.15

Boilers, Rice
14 ..... 1.15
18 ..... 1.45
22 ..... 1.85
26 ..... 2.50

Bowls, Wash
26 ..... .50
30 ..... .60
34 ..... .80

Buckets, Covered
21 ..... .50
23 ..... .75
26 ..... 1.05
28 ..... 1.35
32 ..... 1.85
150 ..... .65
350 ..... .85
450 ..... 1.00
650 ..... 1.25
850 ..... 1.65
1050 ..... 1.85
1250 ..... 2.15

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
118 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .65
2 ..... .95
3 ..... 1.00

Chamber Covers
10 ..... .30
20 ..... .40
30 ..... .50

Colanders
1 ..... .65
3 ..... .95
104 ..... .65
306 ..... .90

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .60
30 ..... .85
300 ..... 1.40

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .45

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .75

Funnels, Pieced
01 ..... .35
03 ..... .50
05 ..... .70
06 ..... .85

Kettles, Convex
03 ..... .80
05 ..... 1.00
08 ..... 1.40
010 ..... 1.75
014 ..... 2.25
020 ..... 3.15

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
73 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... 1.00
50 ..... 1.25
70 ..... 1.60
90 ..... 2.15
100 ..... 2.60
160 ..... 1.60
180 ..... 2.10
190 ..... 2.50

Ladles, Deep
100 ..... .35
120 ..... .40
111 ..... .40

Measures
02 ..... .40
04 ..... .65
06 ..... 1.25
11 Graduated. .65

Pails, Chamber
2 ..... 1.85
40 ..... 2.60

Pails, Water
110 ..... 1.50
114 ..... 2.00

Pans, Bed
1 ..... 3.65

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .50
13 ..... .70

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .75
709 ..... .90
712 ..... 1.10

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.35
30 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .40
32 ..... .55
34 ..... .70
36 ..... .85

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .70
04 ..... .95
06 ..... 1.15
010 ..... 1.65
012 ..... 2.00

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .35
14 ..... .45
18 ..... .55
24 ..... .75
28 ..... 1.00

Pans, Straight Sauce
250 ..... .30
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .45
100 ..... .60
300 ..... .85
350 ..... 1.05
450 ..... 1.35
550 ..... 1.80

Pans, Square Stove
110 ..... .30
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .75

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .35
40 ..... .40

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .60
5 ..... .75
25 ..... .95
45 ..... 1.15

Pots, Tea
00 ..... .65
0 ..... .80
20 ..... 1.00
011 ..... .80
101 ..... 1.00
102 ..... 1.10

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.50

Pans, Milk—
6 quart 2.25

Pans, Pie—
9¾ inch ..... .50

Pans, Pudding—
1 quart ..... .60
2 quart ..... .95
4 quart 1.35

Pans, Convex Sauce—
1 quart ..... .90
3 quart 1.85
6 quart 2.75

Pots, Fireless Cooker—
4 quart 1.85
6 quart 2.85
8 quart 3.00

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25. Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -¾ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.25; No. 3, 30-lb., $9.50; No. 4, 40-lb., $11.00; No. 5, 50-lb., $13.00; No. 6, 60-lb., $14.50; No. 7, 70-lb., $17.00; No. 8, 80-lb., $18.50. Trenton or Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut No. 57—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.30	$1.30	$1.45	$1.70	$1.95	$2.50
Size		1½	1¾	2	2½	3
Each		$3.25	$3.75	$4.25	$7.50	$13.00
16ths	8-10	11-12	13	14	15	16
With Screw	1.65	1.80	1.95	1.95	2.20	2.20
No Screw	2.00	2.15	2.35	2.35	2.60	2.60
16ths	17	18	19	20	21	22
With Screw	2.40	2.40	2.70	2.70	3.00	3.00
No Screw	2.90	2.90	3.25	3.25	3.60	3.60
16ths	23	24	25	26	27	28
With Screw	3.85	3.85	4.50	4.50	5.35	5.35
No Screw	4.60	4.60	5.40	5.40	6.40	6.40
16ths	29	30	31	32		
With Screw	6.35	6.35	7.50	7.50		
No Screw	7.60	7.60	9.00	9.00		

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.
Wicking, ½-lb. balls, 40c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $9.00; per lb., 12½c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.75; 1 lb., $2.00; 1½ lb., $2.00.
Boy Scout—Handled with sheath, $2.35; without sheath, $2.00; sheaths, 35c.
Double Bit—Handled, $3.00; unhandled, $3.00.
Single Bit—Handled warranted, $3.25; second grade, $3.00.

BAGS—WATER—

½ gallon	1.00	Faucet, 3½ gallon	3.00
1 gallon	1.40	Faucet, 5 gallon	4.00
2½ gallon	2.00	Filter, 6 gallon	5.25
5 gallon	3.75		

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 12½c lb.; No. 2, 18c lb.; No. 1, 20c lb.; No. A (genuine), 70c per lb.; Challenge, $1.00 lb.; Special Motor, 75c lb.; Excelsior, 25c lb.; Acme, 70c lb.; XXX, Nickeled, $1.10 lb.

BARS—Crow, Pinch Point No. 10, 17c lb.; Wedge No. 15, 20c lb.; Lining No. 30, 20c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 20c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ⅝ x 24, 70c each; Goose Neck No. 3662, ⅝ x24, $1.00 each; Straight Chisel No. 14, ⅝x15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1562, $3.65 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. See Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.10; 7-inch, $2.85; 8-inch, $4.25; 10-inch, $7.10.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.25. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c; wrought steel, 3-inch, $1.65.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	2.75
Finished brass	1.45	1.75	2.25	2.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.60	.45
12	1.00	.80	1.65	.45
13	1.15	.95	1.75	.55
14	1.15	.95	1.85	.55
15	1.35	1.05	2.10	.65
16	1.35	1.05	2.20	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $12.50. Irwin, 13 bits, $10.25; 8 bits, $6.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $3.00; Steers, small, $3.50; large, $4.25.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2. 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 75c; No. 2, 75c; No. 3, 80c; No. 4, 85c; No. 5, $1.25.

BIT HOLDERS—Extension—

Millers Falls, No. 3—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Wood Tackle—

	Com Sngl.	Com Dbl.	Com Triple	Pat Sgl.	Pat Dbl.	Pat Triple
3	1.00	1.80	2.50	1.40	2.60	3.35
4	1.20	2.15	3.00	1.55	2.95	3.80
5	1.25	2.30	3.15	1.65	3.00	4.05
6	1.50	2.75	3.85	1.95	3.75	5.10
7	1.80	3.30	4.70	2.25	4.35	5.80
8	2.50	3.85	5.80	2.95	5.35	6.95
10	3.85	5.90	8.25	4.50	7.75	9.80
12	6.00	...	...	6.90	12.00	15.30

Steel Tackle—

Size	Single	Dbl.	Triple
3	.95	1.75	
4	1.15	2.15	2.45
5	1.35	2.35	2.55
6	1.50	2.75	3.35
7	1.50	2.75	4.00
8	2.75	4.50	5.10
10	4.25	7.00	7.50

Wood Snatch—

6	4.50
8	6.50
10	9.00
12	11.00

Tackle—Dbl. Galv.—176

¾	.20
1	.20
1¼	.25
1½	.35
1¾	.60
2	.65
2½	.85

No. 200 Buffalo—
12" Complete..... 44.00
14" Complete..... 50.00
No. 700 Climax—
12" Complete..... 28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $81.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x18 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt boards)—4-foot, $1.15 each; 5-foot, $1.75; 5½-foot, $2.00; 6-foot, $2.50.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Double Zinc, 90c; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.15	1.05	.20	1.50	.25	2.00	.30	2.50	.35	3.05
2	.15	1.15	.20	1.60	.25	2.15	.35	2.70	.40	3.35
2½	.15	1.25	.20	1.70	.30	2.35	.35	2.95	.45	3.65
3	.15	1.35	.25	1.85	.30	2.50	.40	3.15	.50	3.95
3½	.20	1.50	.25	2.00	.35	2.65	.40	3.40	.55	4.30
4	.20	1.60	.25	2.10	.35	2.85	.45	3.60	.55	4.60
4½	.20	1.70	.30	2.20	.35	3.00	.45	3.85	.60	4.90
5	.25	1.80	.30	2.35	.40	3.15	.50	4.05	.65	5.20
5½	.25	1.90	.30	2.45	.40	3.35	.50	4.30	.70	5.55
6	.25	2.00	.35	2.60	.45	3.50	.55	4.50	.70	5.85
6½	.30	2.25	.35	2.95	.50	3.95	.60	4.75	.75	6.20
7	.30	2.35	.35	3.05	.50	4.10	.60	4.95	.80	6.50
8	.35	2.60	.40	3.30	.55	4.50	.65	5.40	.85	7.10
9	...	....	.45	3.60	.60	4.85	.70	5.85	.95	7.75
10	...	....	.50	3.85	.65	5.20	.75	6.30	1.00	8.40
11	...	....	...	....	.70	5.55	.80	6.75	1.10	9.00
12	...	....	...	....	.75	5.90	.85	7.20	1.15	9.60
14	...	....	...	....	...	....	...	....	1.35	10.90
16	...	....	...	....	...	....	...	....	1.45	12.15
18	...	....	...	....	...	....	...	....	1.60	13.40
20	...	....	...	....	...	....	...	....	1.75	14.70

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
Size—	10	100	10	100	10	100	10	100	10	100
¾	.10	.55	.10	.55	...	...	...	...	...	...
½	.10	.55	.10	.55	.10	.80	...	...	...	...
⅝	.10	.55	.10	.55	.10	.80	...	...	...	...
¾	.10	.55	.10	.55	.10	.80	...	...	...	...
⅞	.10	.60	.10	.60	.10	.85	...	...	...	...
1	.10	.60	.10	.60	.15	.90	.15	1.25	.20	1.80
1¼	.10	.70	.10	.70	.15	.95	.15	1.30	.25	1.95
1½	.10	.75	.10	.75	.15	1.00	.20	1.35	.25	2.05
1¾	.10	.80	.10	.80	.15	1.05	.20	1.45	.25	2.15
2	.10	.85	.10	.85	.15	1.10	.20	1.55	.30	2.25
2¼	...	...	.10	.85	.15	1.15	.25	1.60	.30	2.40
2½	...	...	.15	.90	.15	1.20	.25	1.65	.30	2.55
3	...	...	.15	1.00	.20	1.35	.25	1.80	.35	2.80
3½	...	...	.15	1.15	.20	1.45	.25	2.00	.40	3.05
4	...	...	.20	1.35	.20	1.60	.30	2.20	.45	3.35

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.40	.20	1.65	.25	2.00	.35	2.80
2	.20	1.50	.20	1.75	.25	2.10	.35	3.00
2½	.20	1.55	.25	1.85	.30	2.25	.40	3.20
3	.20	1.60	.25	1.95	.30	2.40	.40	3.40
3½	.20	1.65	.25	2.05	.30	2.50	.45	3.60
4	.20	1.75	.25	2.15	.35	2.65	.45	3.80
4½	.25	2.20	.35	2.75	.40	3.35	.50	4.00
5	.25	2.25	.35	2.85	.45	3.55	.50	4.20
5½	.30	2.35	.35	2.95	.45	3.70	.55	4.40
6	.30	2.45	.40	3.10	.45	3.85	.55	4.60
6½	.30	2.50	.40	3.20	.50	4.00	.60	4.80
7	.35	2.60	.40	3.35	.50	4.15	.60	5.00
8	.35	2.75	.45	3.55	.55	4.50	.65	5.40
9	.35	2.90	.45	3.80	.60	4.80	.70	5.80
10	.40	3.05	.50	4.05	.65	5.15	.75	6.20
11	.40	3.25	.55	4.30	.65	5.45	.80	6.60
12	.40	3.40	.55	4.55	.70	5.75	.85	7.00

	½"		⅝"		¾"		⅞"	
1-1½	.45	3.60	.65	5.20	.95	7.70	1.25	10.50
2	.45	3.85	.70	5.60	1.00	8.25.	1.35	11.20
2½	.50	4.15	.75	5.95	1.05	8.80	1.45	11.90
3	.55	4.40	.75	6.35	1.10	9.35	1.50	12.60
3½	.55	4.65	.80	6.75	1.20	9.90	1.60	13.30
4	.60	4.90	.85	7.10	1.25	10.45	1.70	14.00
4½	.60	5.15	.90	7.50	1.35	11.00	1.75	14.70
5	.65	5.45	.95	7.85	1.40	11.55	1.85	15.40
5½	.70	5.70	1.00	8.25	1.45	12.10	1.95	16.10
6	.75	5.95	1.05	8.65	1.55	12.65	2.00	16.80
6½	.75	6.20	1.10	9.00	1.60	13.20	2.10	17.50
7	.80	6.45	1.15	9.40	1.65	13.75	2.20	18.20
8	.85	7.00	1.20	10.15	1.80	14.85	2.35	19.60
9	.90	7.50	1.35	10.90	1.95	15.95	2.55	21.00
10	.95	8.05	1.40	11.65	2.05	17.05	2.70	22.00
11	1.00	8.55	1.50	12.45	2.20	18.15	2.85	23.80
12	1.10	9.05	1.60	13.20	2.30	19.25	3.05	25.20
13	1.15	9.60	1.70	13.95	2.45	20.35	3.20	26.60
14	1.20	10.10	1.75	14.70	2.60	21.45	3.35	28.00
15	1.30	10.65	1.85	15.45	2.70	22.55	3.55	29.40
16	1.35	11.15	1.95	16.25	2.85	23.65	3.70	30.80
17	1.40	11.65	2.05	17.00	3.00	24.75	3.85	32.20
18	1.45	12.20	2.15	17.75	3.10	25.85	4.00	33.60
19	1.55	12.70	2.25	18.50	3.25	26.95	4.20	35.00
20	1.60	13.25	2.30	19.25	3.35	28.05	4.35	36.40
21	1.65	13.75	2.40	20.00	3.50	29.15	4.55	37.80
22	1.70	14.25	2.50	20.80	3.60	30.25	4.70	39.20
23	1.80	14.80	2.60	21.55	3.75	31.35	4.90	40.60
24	1.85	15.30	2.70	22.30	3.90	32.45	5.05	42.00
25	1.90	15.85	2.75	23.05	4.05	33.55	5.20	43.40
26	1.95	16.35	2.85	23.85	4.20	34.65	5.40	44.80
27	2.05	16.85	2.95	24.60	4.30	35.75	5.55	46.20
28	2.10	17.40	3.05	25.35	4.45	36.85	5.70	47.60
29	2.15	17.90	3.15	26.10	4.55	37.95	5.90	49.00
30	2.20	18.45	3.25	26.85	4.70	39.05	6.05	50.40

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—

4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.45

Cast Iron, Japanned—

2½-inch	.15
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.30

CHAIN—

Cast Iron Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—	
6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.75
22	4.25
61	2.25
62	3.25
71	3.25
72	4.75
81	4.50
82	6.25
91	4.00
92	5.75
592	6.75

Ferrostat—

504R	11.00
505R 2-qt.	16.00
505N	16.50

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	33.00

Stanley—

50½	13.25
246	25.50
358	32.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp.—

72	25.00
73	25.75
74	30.50
75	31.25

Stearn's Perfection—

20	5.00

BRACES—

P. S. & W., No. 7008, $5.00 each; No. 7010, $5.25; 7012, $5.50; 8010B, $6.50; 8012B, $6.75; 8014B, $7.00.

Stanley, No. 921, 8-inch, $5.25 each; 10-inch, $5.50; 12-inch, $5.75; 14-inch, $6.00.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.60
4x 5	.20	4x 5	.65
5x 7	.30	5x 7	.75
6x 8	.35	6x 8	.90
7x 9	.40	7x 9	.95
8x10	.45	8x10	1.00
10x12	.60	10x12	1.25
12x14	1.00	12x14	...

BRUSH, Angle—All Finishes, Cast Bronze—

2-inch	.40
3-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50

Cast Bronze, All Finishes—

3-inch	.45
4-inch	.40
5-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.60
6-inch	.90
10-inch	2.25

FILLERS—Thermos and Universal—

½ Pint	1.50
1 Pint	1.75
1 Quart	2.50

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos—	Jugs.	Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1⅛-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $3.00 each. No. 4, $3.75 each; No. 8, $4.75 each; No. 44, $3.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small, 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.60	Rattan, 6 rows, 12-in.	1.35
Bassine, 16-in.	1.75	Rattan, 6 Rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattain, 8 rows, 14 in.	1.25

BRUSHES—

CASTING—

Round	.80
Oblong	.60

Counter—

Dusting, com.	.90
Extra quality	1.20
White bristles	1.75

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25

Gear—

Handles	.65
Hand or Nail	.10

Horse—

Rice Root, 12½ lb.	.75
Rice Root, 13 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 13 lb.	.95
Mixed Fibre, 13 lb.	.90
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	85

Kalsomine —

7-in., single	2.40
3x7½ in. blocks	6.75

Marking—(Round)—White Bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.30	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—

3 knots, 14-lb.	2.00
4 knots, 18-lb.	2.50

Sash—Chisel Point—

½x1½-in.	.20
⅝x1⅝-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40

Scrub—

Gray Tampico, 10"	.40
Gray Tampico, 12"	.50
Ox Fibre, 7"	.40
Ox Fibre, 10"	.50
Ox Fibre, 12"	.55
White Tampico, 8"	.35
White Tampico, 11"	.50
White Tampico, 12"	.70

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only 1⅛-in.	.75
Combination	.35
Extra bristles	.50
Best 1⅛-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2¼-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1⅝-in., 6-lb.	.55

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.15
Squeeges, 10-in.	.30
Squeeges, 12-in.	.35
Squeeges, 14-in.	.40
Squeeges, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 2, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.

Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼ x4½	3.25	4.25
2½x4½	3.50	4.85

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CESSPOOLS—BELL—	Hinge	Loose
2-inch 6x6 Bell	1.50	1.25
3-inch 9x9 Bell	2.00	1.75
4-inch 13x13 Bell	4.00	3.25

CHAINS—Tire.

Size	Pair	Size	Pair
Tire—Weeds		4½x33	7.25
3 x30	4.50	4½x34	7.50
3½x30	5.00	4½x35	8.00
3½x32	5.50	4½x36	8.00
4 x31	6.00	4½x37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5½x36	12.00
4 x36	7.50	5½x37	13.00
4½x32	7.00	5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—

6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.

Proof Straight Link (coil)—3-16 black, 20c lb.; ¼, 25c lb.; 5-16, 20c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 17c ft.; 0, 16c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c; No. 6, 25c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food— Enterprise		Universal	
5	4.00	0	2.00
10	6.25	1	2.50
12	5.75	2	3.00
22	9.75	3	4.00
32	12.75	304	9.75
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	3.50	2 R	3.50
		3 R	4.75

CHISELS—	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.15	.35	.55	.50	.55
5-16	.20	.35	.60	.50	.60
⅜	.20	.40	.65	.55	.65
½	.25	.45	.75	.65	.75
⅝	.30	.55	.85	.70	.85
¾	.40	.65	.90	.90	1.00
⅞	.60	.90	...	...	1.25
1	.80	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.75 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.

Improved Cylinder—No. 1 $6.85; 2, $7.50; 3, $6.75; 4, $8.75.

Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.

Glass Family—Universal, No. 15; $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dazey, No. 10, 65c; 20, 95c; 30, $1.25; 40, $1.50.

Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.

Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.

Dash and Handle—25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft., pair, $6.50; 1½ ft., $7.00; 2 ft., $7.25.

Carriage Makers—Common—2½ in., 70c; 3-in., 80c; 4-in., $1.10; 5-in., $1.45; 6-in., $1.85; 8-in., $2.75; 10-in., $3.75; 12-in., $4.75.

Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window— Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅝ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt— New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.25
No. 1	5.75	No. 1	2.75
No. 2	8.00	No. 2	3.75
No. 3	10.50	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized— Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.18	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
⅝ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05¾
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal, Galvanoid	.06
8 mesh	.14	16 M—Opal, Galvanoid	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each
Ball—	½-inch...	1.25
	⅝-inch...	1.50
	¾-inch...	1.85
	1-inch...	8.35
Floats—	5-inch...	.55
	6-inch...	.95
	7-inch...	1.35
	8-inch...	2.10

No.		Each
Gas Hose—	⅜-inch...	.35
	½-inch...	.40
	¾-inch...	.55

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.65	.75	.80	.90	1.50	2.25	3.00	5.25

COMPASSES—No. 40-4, 45c each; 6, 60c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each; No. 30, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.

Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—2-gal. with push faucet, $5.50 each; 3-gal., $6.75; 4-gal., $8.50; 6-gal., $10.00; 8-gal., $12.50; 10-gal., $14.50.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	
8½ inch.....	3.00
9½ inch.....	3.25
10½ inch.....	3.50

Coffee Pots.	
3 pints	2.00
4 pints	2.25
5 pints	2.50

Tea Pots.	
6 pints	2.75
2 pints	1.75
3 pints	2.00
4 pints	2.25
5 pints	2.50

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50
Tinners—	
½ pound, per pair.....	.25
1 pound, per pair.....	.35
1½ pound, per pair.....	.50
2 pound, per pair.....	.60
3 to 14 pounds	.50

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Silver Lake—Per hank: No. 6, $1.65; 7, $2.15; 8, $2.65; 10, $4.25; 12, 5.25.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $20.00; 6, $30.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.35; 4, $15.30.
Trimo—No. 11, $3.40 each; 12, $4.50.

DAMPERS—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.85; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each
8	7.50
8½	9.50
9½	14.00
10½	24.00
490½	20.00
1008	18.00
1005	21.50
11	32.00

Goodell-Pratt Breast Drills—

6	5.65
07	5.50
245	5.00
279	13.25

Millers Falls (Breast)—

12	7.50

No.	Each.
12A	6.50
87	12.00
97	12.75
118	7.50

Yankee—Millers Falls, Hand—

1	3.50
2	5.25
2B	4.75
3A	4.00
5	4.00
98	5.75
105	3.75
306	5.50
348	4.00
1980	5.75

Drill Presses—Millers Falls

20	11.00
21	15.00
22	5.00
23	7.50
210	15.00

Hand Drills—

No.	Each
4	3.00
4½	2.80
5½	5.20
5½B	5.20
49	2.30
58	3.70
54	4.00
154	5.00
259	6.40
329	3.40
379	3.50
385	3.40
445	3.00

No.	Each
455	9.25
545	12.00
550	10.50
555	13.75
1430	4.50
1445	8.00
1455	9.25
1530	6.00
1540	10.00
1545	11.50
1550	11.75
1555	13.75

Chain Drills—Goodell-Pratt

307	4.50
316	4.50
317	5.50
318	7.00
1500	4.50

Yankee Automatic

41	3.00
42	2.50
44	3.75
50	4.80

Yankee Chucks and Drill Points

No.	Set.
300	1.15
301	1.15
305	.55

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.
2	.25
3	.25
4	.25
5	.25
6	.30
7	.35
8	.40
9	.45
10	.45
11	.50
12	.50
13	.55
14	.60
15	.65
16	.70
17	.75
18	.85
19	.90
20	.95
24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20
3-32	.20
⅛	.20
5-32	.25
3-16	.30
7-32	.35
¼	.40
9-32	.45
5-16	.50
11-32	.60
⅜	.65
13-32	.70
7-16	.75
15-32	.80
1/2	.90
17-32	1.00
9-16	1.10
19-32	1.20
5/8	1.30
11-16	1.40
3/4	1.60
13-16	1.80
7/8	2.00
15-16	2.25
1	2.50

Straight Shank Carbon Steel, Short Set—

1-32	.15
3-64	.15
1-16	.15
5-64	.15
3-32	.15
7-64	.15
1/8	.15
9-64	.15
5-32	.15
11-64	.20
3-16	.20
13-64	.20
7-32	.25
15-64	.25
1/4	.30
9-32	.35
5-16	.40
11-32	.45
3/8	.50
13-32	.60
7-16	.70
15-32	.85
1/2	1.00

Straight Shank, Wire Gauge Carbon Steel—

1 to 5.....	.25
6 to 10.....	.20
11 to 15.....	.20
16 to 20.....	.20
21 to 25.....	.20
26 to 30.....	.15
31 to 35.....	.15
36 to 40.....	.15
41 to 45.....	.15
46 to 50.....	.15
51 to 55.....	.15
56 to 60.....	.15
61 to 80.....	.15

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

¼	18.00	9-16	36.00
⅜	22.00	⅝	38.00
7-16	26.00	¾	52.00
½	30.00		

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—		E9646	19.00
E940	22.00	E9649	21.00
E9850	20.00	E9676	12.00
Grills—		Ranges, Table—	
E982	13.25	E9841	22.00
E984	14.00	Stoves—	
Heaters, Immersion —		E998	9.50
E970	6.00	E997	9.50
Irons, Curling—		E9960	8.50
E9901	6.75	Toasters—	
E99011	7.50	E945	9.00
Irons, Pressing—		E946	7.50
E901	9.00	Urns, Coffee—	
E902	8.00	E916	19.00
E905	8.00	E919	20.50
E9028	7.25	E9136	16.50
E9035	8.00	E9146	21.50
E9051	9.00	E9149	24.00
Pads, Heating—		E9166	25.00
E9940	12.50	E9169	27.50
Percolators—		E9176	17.50
E9435	15.00	E9179	19.00
E9437	16.50	E9166044	47.75
E9439	18.00	E9169044	50.25
E9635	18.00	Vacuum Cleaners—	
E9637	14.50	E701	39.50
E9639	16.00	Attachments	10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $11.25 each; 20502, $21.00; 20503, $25.00.

Grills—No. 116G1, $13.00 each; 136G1, $14.00; 20101, $12.50.

Heaters, Air—No. 30403, $12.50 each; 30404, $14.50; 30603, $36.00; 30604, $49.00; 116A4 (Hedlite), $12.35.

Heaters, Immersion—No. 113W16 (50201), $5.75 each; 115W16 (50202), $6.75; 115W17 (50203), $8.25.

Irons, Curling—No. 112L1, $7.50 each; 112L2, $6.75.

Irons, Pressing—1113S12 (11103), $8.75 each; 115F22 (11203), 3-lb., $7.25; 115F5 (11205), 5-lb., $8.00; 115F17 (11206), 6-lb., $8.00; 11307, $10.50

Pads, Heating—114Q3 (50142), $10.00; 114Q4 (50151), $11.25.

Percolators—No. 20611, $12.00; 20620, $13.50; 20621, $14.50; 20622, $19.00; 20650, $19.50; 114P18 (20651), $25.50; 114P17 (20652), $27.50.

Stoves—No. 116D1, $11.00; 136D1, $13.50; 20301, $8.00; 20302, $8.50; 40101, $8.50; 40102, $10.25; 40103, $14.00; 40104, $16.05; 40105, $19.50; 40106, $7.25.

Toasters—No. 114T5, $7.50; 115T1, $9.50.

Vacuum Cleaners—No. 112V2, $45.00; Attachments, $11.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 0, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No 5½ split	.06
Lamp Guards, Style A—16 C. P	.40
Style H—16 C. P	.35
Style H—32 C. P	.45
Loxon 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Foot
Loom, 7-32 (250 feet in coil)	.10
⅛ (250 feet in coil)	.11
	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 319, Cleat, Mesco No.16445	.20
No. 338, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ½-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2⅛-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x8	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.95
Sticktite Friction, ½-lb. rolls	.95
Paraweld Rubber, ½-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.04
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	1.35
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—

7-inch, each	.15	8-inch	.20
		9-inch	.25

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $1.75.
Spittoons—4x9 in., $2.00; 5x11 in., 2.35.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	6.00	.35
3-16 inch	2.00	.30	⅛ inch	4.50	.25
¼ inch	2.50	.35	3-16 inch	6.00	.30
5-16 inch	3.00	.45	¼ inch	7.50	.35
⅜ inch	3.50	.65	5-16 inch	9.00	.40

FILES—

Length, inches—	3-3½	4½	5½	6	8	10
Band Saw, Slim	...	...	...	.25	.30	.45
Knife, Bast.	...	...	...	.45	.50	.60
Regular Taper	.15	.15	.20	.25	.35	.55
Slim Taper	.15	.15	.20	.20	.30	.50
Warding, Bast.	...	...	...	.35	.40	...

Length, inches—	3-4	6	10	12	14	16
Flat Bastard	.20	.25	.40	.55	.80	1.05
Half Round Bast.	.30	.35	.55	.70	.90	1.20
Mill Bastard	.20	.20	.35	.45	.65	.85
Round Bastard	.20	.20	.35	.45	.65	.85
Square Bastard	.25	.25	.45	.60	.80	1.10

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, e.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each....$ .25
Case and Bulb, each .75 .85

Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

1	4.50		
2	5.25	2	6.45
3	6.35	3	7.65
4	7.75	4	9.45
6	9.75	6	11.85
8	12.65	8	15.40
Toy	4.00	10	20.50
		12	24.50
White Mountain		15	29.25
1	5.55	20	38.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.55.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —

Stebbins—¾-inch, 75c each; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—½-inch, 85c each; ¾-inch, $1.00; 1-inch, $1.10; 1¼-inch, $1.30; 1½-inch, $1.50; 2-inch, $2.10.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.75	77	1.85
94	2.00	71	1.00
95	1.75	90	.75
95½	1.50	91	1.75
Marking—Stanley—		92	2.50
61	.20	97	1.25
64	.35	98	1.85
65	.90		

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	80%	80%
Double Strength	80%	80%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
Railroad—Clear, 30c each; Green or Red, 70c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

Common	.35
Cabt.	.40
White	.45

Imperial Liquid—

Size —	1 Oz.	½ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	½ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾-inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GRAPHITE—Flake, per lb., 80c.

GALVANIZED WARE

Boilers, Wash

227	2.75
228	3.00
229	3.25

Bowls, Wash

7	.35
7½	.40

Buckets, Fire

314	.70

Buckets, Well

101 (10 qt.)	.60

Cans, Garbage Smooth

200	1.00
300	1.25
400	1.50
500	1.75
600	2.10
700	2.65

Corrugated

2	1.00
3	1.25
4	1.50
5	1.75
6	2.10
70	2.65
80	7.00
90	7.75
100	10.75

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.70
505	1.80
605	2.10

Cans, Oil

0	.60
02	.90
15	.65
25	2.00
105	1.60
205	2.10

Canteens, see page 195.

Dippers, Laundry

525 (4-qt.)	.60

Hods, Coal

615	.80
616	.90
617	.95
618	1.00

Pails, Cement

14	1.65
114	2.25

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.70
16	.75
18	.85
20	1.00

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.60

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	.95
4	1.35

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.65
522	1.85
526	2.25

Tubs, Foot

51	.80
52	.90
53	1.05
54	1.35

Tubs, Wash

A	.70
B	.75
0	1.00
1	1.15
2	1.35
3	1.60
10 S	1.75
20 S	2.00
30 S	2.25

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RETAIL SELLING PRICES—Continued.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	8.00
40 to 200 lbs.	8.00
Over 200 lbs.	8.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.40
19 inch	1.50
Mounted—Hand—	
7 inch	3.00
8 inch	3.25
10 inch	4.00
12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power— Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand, Lenox— Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20
Hand, Starrett, Victor, Star—		
8-inch	.10	.80
9-inch	.10	.90
10-inch	.15	1.00
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½. $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters' Nail—No. 1, $2.35 each; 1½, $2.25; 2, $2.00; 11, $2.25; 11½, $2.00; 12, $1.85; 12½, $1.80; 13, $1.75; 14, $1.65; 34, $1.50; 611½, $3.00; 710, $3.00; 711, $2.25; 711½, $2.00; 712, $1.85; 718, $1.75.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.25; 770½, $2.75; 771, $2.50; 772, $2.25; 773, $2.00; 774, $1.85; 775, $1.75; 776, 1.50; 777, $1.45; 778, $1.35.

HAMMERS, CLAW—

Stanley No. 22—	
16 oz.	2.00
20 oz.	2.25
No. 12 and 12B—	
5 oz.	1.65
7 oz.	1.75
10 oz.	1.80
13 oz.	1.85
16 oz.	2.00
20 oz.	2.25
Plumb's Engineers—	
261	1.85
262	2.10
263	2.25
264	2.40
Plumb's Machinist's Ball Pein—	
18	.65
370	1.50
371	1.50
372	1.50
373	1.55
374	1.65
375	1.75
376	1.90
377	2.00
379	2.25
381	2.75
Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.35
251, 7 oz.	1.40
252, 9 oz.	1.50
253, 12 oz.	1.60
254, 15 oz.	1.65
255, 18 oz.	1.75
256	1.85
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.85
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼ x 4	....	....	2.30
2¼ x 4½	....	....	2.40
2½ x 4½	1.25	1.60	2.50
2½ x 5	1.40	1.75	2.65
2¾ x 5	1.65	2.00	3.80
2¾ x 5½	....	....	4.45
3 x 5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 118, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No. With Brackets	
20½B for 31 track	5.10
27½B for 31 track	7.50
Without Brackets	
30 for 30 track	2.40
135-1 for 31 track	3.50
38-1 for 61 track	2.10
Myers No. 3	3.00
Myers No. 4	2.50
Lanes No. 25	1.75
Wilbern, rnd. tr., No. 5	3.00

HANGERS, PARLOR DOOR—Complete with track—

Richards-Wilcox, Double. No. 11 with 14 ft. of track	5.00
Size. No. 221	
25	12.00
26	12.00
27	13.15
28	14.25
29	15.40
210	16.50
Richards-Wilcox, Single. No. 11, with 7 ft. of track	2.50
Size No. 221	
18	6.00
14	7.15
15	8.25
16	9.40
17	10.50
18	11.60
Prouty, No. 5S	4.35
Prouty, No. 5D	8.75
Lanes, No. 0105	4.65
Lanes, No. 0105A	4.65
Lanes, No. 0105NT	3.75
Lanes, No. 105A	2.45
Lanes, No. 105	11.50
Lanes, No. 105NT	7.75

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 45c; 12-in., 75c.
S. C. 912—3-in., each, 20c; 4½-in., 20c; 6-in., 25c; 8-in., 35c; 10-in., 55c.
1308¼—3-in., each, 35c; 4½-in., 50c; 6-in., 70c.
Lock—20, Prouty, 75c each; 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 45c. 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 40c. 45c each; 941J, 65c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15, St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.
Flooring—Plumb, $2.75; White, $4.00.
Broad—1 Plumb, $2.25; 2, $2.50; 3, $2.85; 4, $3.25; 5, $3.75.
Bench—(single or double bevel)—3 White, $3.00; 7, $3.25: 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.00; 2 Plumb, $2.15; 3 Plumb, $2.35.
Shingling—1 Plumb or equal, $1.85; 2, $2.00; 3, $2.50.
Half—1 Plumb or equal, $2.00; 2, $2.10.
Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS—MOP—Cotton—No. 9, 35c each; No. 12, 45c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 55c each; No. 015, 70c; No. 018, 80c; No. 020, 90c.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1½-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 85c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1⅛ x 1⅛, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Light Loose Pin Butts—289D2&F, 2x2, 40c; 3x3, 60c; 289SF2, 45c; 60c; 289N, 55c; 70c.

Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.

Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.

Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.

Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 55c; 4x4, 70c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c; 5x5, $1.40.

Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.

Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.

Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.

Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Dutch Ovens—No. 3, $4.25 each.; 9, $4.85; 10, $6.00; 11, $7.10; 8, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.

Gem Pans—No. 1, $1.25 each; 3, $1.25; 6, $1.25; 10, $1.50; 11, $1.25.

Griddles—No. 7, $1.25 each; 8, $1.30; 9, $1.60; 10, $1.95; 12, $2.25; 14, $2.85; 16, $3.45.

Kettles, Stove—No. 7, Round, $3.15 each; 8, $3.65; 9, $4.50. No. 7, Flat, $3.15 each; 8, $3.65; 9, $4.50.

Skillets or Spiders—No. 4, $1.15 each; 5, $1.25; 6, $1.30; 7, $1.35; 8, $1.50; 9, $1.85; 10, $2.15; 11, $2.85; 12, $3.30.

Scotch Bowls—No. 2, $2.00 each; 3, $2.40; 4, $2.70.

Waffle Irons—No. 7, $2.35 each; 8, $2.65; 9, $3.10; 7-D, $2.85; 8-D, $3.25; 11, $3.35; 12, $5.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.

Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.

Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 40c; 08, 45c; 09, 60c; 1010, 70c; 012, 85c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55

Coat and Hat—

Double, cast, heavy	.75
Single, cast	.50
Medium, cast	.90
Heavy, cast	1.00
Cast, nickel plated	.95
Cast, copper finish	1.00
Cast, brass finish	1.15
Cast, bronze, all fin	4.50
Porcelain, solid	.15
Wire, Japanned	.25

Wire, tinned	.30
Wire, nickel plated	.40

Clothes Lins—

	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv	.15

Grass—

	Each
14-in., 16-in., 18-in	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.75
Finest quality steel	.90
Forged tool steel	.60

Hammock—

To screw	.15
With plate	.15

Hay Fork—

⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
¾-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 15c; ¾-inch, 15c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 75c. Oakland Pattern, ¾-inch, 65c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 24c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 25c; ¾-inch, 28c; 1-inch, 40c; Electric smooth, ½-inch, 24c; ¾-inch, 27c; 1-inch, 36c; Second Grade, ½-inch, 22½c; ¾-inch, 25½c; Third Grade, ½-inch, 21c; ¾-inch, 24c; Fourth Grade, ½-inch, 19c; ¾-inch, 22c.

IRON SHEETS—

	Cut Sheets	Full Sheets
Galvanized—		
10 to 20	.14	.11
20 to 30	...	.13
Black Sheets—		
10 to 16	.12	.09½
18 to 24	.12	.09½
26 to 30	.13	10½
Corrugated Sheets, Galvanized—		
26 Ga.		9.00
28 Ga.		8.50
Rockface Siding		9.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.10
1⅝-inch, Block	.75	1¾-inch Double	1.25
1¾-inch Single	.80	2-inch Double	1.35
2-inch Single	.85	2⅛-inch Double	1.45
2⅛-inch Single	.95	2⅜-inch Double	1.70
2¾-inch Single	1.05	2⅝-inch Double	1.85

IRONS—Sad. Common, 18c lb.

Mrs. Potts—No. 50, $3.50 per set.

70, $4.25; G. Pressing, 25c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $3.50 set.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size ¼, per ft.	.03	0 and 1, coil	.60
Size 5-16, per ft.	.03½	2, coil	.70
Size ⅜, per ft.	.04	3, coil	.80
Size 7-16, per ft.	.05	0M, 1M, 2M, 3M spl.	.80
Size ½, per ft.	.06½	**Hooks**	**Doz.**
Size ⅝, per ft.	.07½	10	.05
Size ¾, per ft.	.09	8, 9, 10	.05
Wire		6, 7	.10
0 and 1, coil	.75		

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts	.65	...
75 watts	.75	.80
100 watts	1.10	1.20
150 watts	1.55	1.65
200 watts	2.10	2.25

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST

Little Star Tin Lanterns 1.50
Hi-Lo Tin Lanterns 2.00
Victor Tin Lanterns 1.35
Monarch Tin Lanterns 1.35
O. K. Tin Lanterns 1.50
No. 2 Royal Tin Lants 1.75

COLD BLAST

Junior Tin Lanterns 1.50
Junior Brass Lanterns 2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 2.10
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.45
D-Lite Tin Lanterns 1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON

Buckeye Dash Lant'ns 2.25
Junior Wagon Lant'n 2.35
Roadster Wagon Lanterns 2.35

DRIVING

Eureka Driving, plain lens 2.50
Same with optical lens 2.65

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RETAIL SELLING PRICES—Continued.

Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL

Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.

King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL

No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING

Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM

Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED

Police Flash Lanterns...2.00
Traffic Signal Lanterns..4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35;18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.

Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.

No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.

Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LIFTERS—Hot Pan—20c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.

Transom, Coppered—¼x8-in., 55c each; ¼x4, 60c; 5-16 x4, 90c; 5-16x5, $1.05.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.

Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.

Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16 inch to ¼-inch, 50c per lb.; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.

Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.

Steel—15½x23½, $2.75 each; 17½x30, $3.75; 21½x36, $5.50.

Steel Matting in Rolls—Per sq. ft., $1.00.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs.	1.50
Long Cutter, Standard, 6 lbs.	1.65
Pick, Standard, 6 lb.	1.65
Handled, D E 3	1.00
Handled, C E 3½	1.65
Handled S Q 3½	1.25

MAULS—Post—10-lb., $1.65 each; 13-lb., $2.25; 16-lb., $2.75; 18-lb., $3.10; 20-lb., $3.45.
Ship or Top—22c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider—
Junior 42.00
Medium 48.00
Senior 65.00
Force Feed 80.00

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, $1.25 each; No. 3, large triangle, $1.75; No. 10B, polish, $1.50.

Self-Wringing—No. 10, $1.10 each.

MOP STICKS—No. 2, 25c each; No. 7, 40c each; No. 13, 40c each; No. 70, $1.15; Janitor's, 75c each.

MOWERS—Lawn

Great American—

15-inch	25.00
17-inch	27.50
19-inch	30.00
21-inch	33.00

Common—

12-inch	9.00
14-inch	10.50
16-inch	10.75

Pennsylvania—

14-inch	22.00
16-inch	25.00
17-inch	36.00
19-inch	40.00
21-inch	44.00

NAILS—New Base, $5.25.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.06; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.

Sell Full Roll—12 in., $2.25; 18 in., $3.35; 24 in., $4.10; 30 in., $4.90; 36 in., $5.65; 48 in., $7.50; 60 in., $9.35; 72 in., $11.25.

Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3¼c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.

1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.

Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.

Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.

1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.

Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.

Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 13c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.

¾-inch, 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.

Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.

Sell Cut (lin. ft.)—12 in., 8⅛c; 18 in., 12⅛c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—

Kraeuter's—

5-inch	1.35
6-inch	1.50
7-inch	1.85
8-inch	2.15

Bernard's—

5-inch	2.25
6-inch	2.65
7-inch	3.25

Nettleton's—

6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75

Utica—

5-inch	1.35
6-inch	1.50
7-inch	1.85
4-inch	1.65
4½-inch	1.80
5-inch	2.00

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞ each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—

Copperized Steel—

13	.40
14	.45
14B	.55
15A	.60
16	.65

Cannon Pump—Brass—

11	2.75
12	3.00
13	3.50

Cannon Pump—Tin—

1	1.75
2	2.00
2½	2.25
3	2.25

Fellow—

3	1.75
4	1.85
5	2.00
6	2.15

Zinc, Chase's—

00	.15
0	.15
1	.15
2	.20
3	.25
4	.30
5	.40
6	.50

OPENERS (Can)—

No.	Each.
4	.10
16	.15
100	.30
140	.15
340	.30

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Boss—

No.	Each.
012	5.25
055	5.75
0200	5.25
450	5.50
Perfection—	
121 G	6.25
122 G	7.50
Pinney & Boyle—	
11	3.00
18	3.75
550	5.50
700	5.50
750	6.50
755	6.75
111	3.75
113	4.50
120	6.75
213	4.00
220	7.35
313	4.50

PACKING—Sheet Rubber—Standard I. C., 50c lb.; Rainbow, 65c.
Italian Hemp—Common, 45c lb.
Square Flax, braided, 65c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.

PADS—Sweat—No. 63 N12, Red Edge, 24-in., $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—

No.	Each.
958	.35
2802¼	.45
2822¼	.65
2869	1.25
2879	2.10
2880	2.35
2881	3.00
2883	4.50
Miller—	
1	1.85
016	.35
18	.40
18 D	.40
19	.40
21	.50
75	.55
76	.85
78	1.00
96	.55
96C	.75
121	.55
5441	1.15
Slaymaker—	
1902	.75
1903	.55
9902	.75
9902 N C	.70
21090	.80
Yale—	
223	.85
225	1.25
453 J	.40
453 X	.40
563	1.85
565	2.25
585	2.00
635	1.75
645 J	.65
803	2.25
805	2.25
805½	2.50
813	2.50
815	2.50
823	2.75
833	3.00
843	3.35
853	3.75
8454	2.75

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon..... 1.80
5 gallons..... 1.50

Alum—
Pwd., less than 100 lbs., lb. ..... .14

Benzine—
New cans, casd., gal. .60
Old cans, uncsd, gal. .40

Coal Tar—
5-gal. .....Gal. .40
1-gal. .....Gal. .55

Creosote—
Gal. ..... .70

Distillate—
Light, gal. ..... .40

Glue—
No. 2 Gelatine.... .50
Chicago White ... .50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.11
1's .....Gal. 1.40
½'s .....½-Gal. 80
¼'s .....Qt. .45
⅛'s .....Pt. .30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil— Gal.
Floor ..... .75
Gloss 1.50

Lard, No. 1..... 1.80
Lin-O-Oil ..... .90
Neatsfoot No. 1... 2.40
Neutral ..... .60
Paraffine ..... .85

Paint, Dry Colors—
Umber ..... .12
Chrome Green, Med .20
Graphite ..... .06
Princess Metallic.. .06
Sienna ..... .11
Venetian Red .... .08
Yellow Ochre .... .05

Painters' Petroleum—
I-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .08

Putty, Bladder—
Less than 100 lbs. .07½

Putty, Bulk— Lb.
1-lb. cans ..... .15
2-lb. Cans ..... .12½
3-lb. Cans ..... .09½
5-lb. Cans ..... .09
10-lb. Cans ..... .08½
25-lb. Cans ..... .08
85 lb. Cans ..... .06⅛

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10
Less 25 lbs..... .10½

100 lbs., 5-lb. pkgs. .09⅛
Less 100 lbs. 5-lb. pkgs. ..... .10

Turpentine—
5's .....Gal. 1.15
1's .....Gal. 1.30
½'s .....½-Gal. .75
¼'s .....Qt. 45
⅛'s .....Pt. 25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 20c; cut, per lb., 20c; over 1-16 full roll, per lb., 20c; cut, per lb., 20c; Asbestos Millboard, 20c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	4.25	3.75
No. 1-1000	8.25	7.25
No. 2-500	6.25	5.25
No. 2-1000	12.00	9.75
No. 3-500	9.00	7.85
No. 3-1000	17.50	14.75

Red Resin—17-lb., $1.30; 20-lb., $1.50; 25-lb., $1.80; 30-lb., $2.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $2.75; Deadening, per lb., 06½c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.75.

ROOFING—

Standard or Cronolite—
1 ply square 2.25
2 ply square 2.85
3 ply square 3.50

Malthoid or Rubberoid Roofing—
1 ply 3.25
2 ply 4.00
3 ply 4.75

Malthoid Junior..... 4.25

Roofing Cement—Preservative
Bbls., per gal. ..... .90
5 Gal., per gal. 1.25
1 Gal., per gal..... 1.35
Pint ..... .30

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum ...	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.25 per roll; 25-lb., $1.50; 30-lb., $1.75.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.85	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.85	6.00
2½x4½	4.65	5.75	5x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	5.50	74	6.75
48	6.00	76	7.00
52	5.25	79	7.75
54	5.50	714	8.50
56	6.00	464	6.75
58	6.75	466	7.25
64	6.00	469	8.00
66	6.50	474	7.25
69	7.25	476	7.75
614	8.00	479	8.50

Percolator Tops, 15c each.

PICKS—Railroad, 5-lb., $1.25 each; 6-lb., $1.35; 7-lb., $1.50; 8-lb., $1.75; 9-lb., $2.00.
Drifting—No 1, $1.10 each; 2, $1.25; 3, $1.35; 4, $1.50.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PIPE—

	Standard Black Cut Length Pr. Ft.	Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch	.05	4.80	.07	6.80	.04	.08
¼-inch	.05½	5.25	.08	7.45	.04	.08
⅜-inch	.05½	5.25	.08	7.45	.04	.08
½-inch	.07	7.10	.09	8.85	.04	.08
¾-inch	.09½	9.00	.11½	11.20	.04	.08
1-inch	.14	13.40	.18	16.50	.04½	.09
1¼-inch	.19	18.05	.23½	22.30	.05½	.11
1½-inch	.22½	20.05	.28	26.65	.06	.12
2-inch	.31	28.90	.38	35.00	.07½	.15
2½-inch	.48	45.65	.61	56.85	.11½	.23
3-inch	.61	59.80	.78	74.30	.15	.30
3½-inch	.84	80.40	1.17	112.30	.19	.38
4-inch	.99	95.30	1.39	132.85	.26½	.53

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RETAIL SELLING PRICES—Continued.

PIPE—Gas and Water—Black—⅛-inch, 6c foot; ¼-inch, 6½c; ⅜-inch, 6½c; ½-inch, 8c; ¾-inch, 10½c; 1-inch, 16c; 1¼-inch, 21c; 1½-inch, 25c; 2-inch, 33c.

Galvanized—⅛-inch, 8½c per ft.; ¼-inch, 9½c; ⅜-inch, 9½c; ½-inch, 10c; ¾-inch, 12½c; 1-inch, 19c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 41c.

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS—Price each—Black.

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	....	.10	.10	.10	.10	.10	.10	.10	.15
Caps	.....	.10	.10	.10	.10	.10	.15	.20	.30
Couplings	...	.10	.10	.10	.10	.15	.20	.25	.30	.40
Crosses	.....	...	.10	.10	.15	.20	.35	.35	.45	.70
Elbows, 90 dg.	.10	.10	.10	.10	.10	.15	.20	.25	.35
Elbows, 45 dg.	...	.10	.10	.10	.10	.15	.30	.35	.45
Elbows, red.	...	.10	.10	.10	.15	.15	.20	.25	.45
Elbows, S. O.	...	...	.10	.15	.20	.30	.40	.50	.90
Elbows, Street	.15	.10	.10	.10	.15	.15	.20	.25	.45
Floor Flanges.	...	.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts.	.10	.10	.10	.10	.10	.10	.15	.15	.20
Plugs	.....	.10	.10	.10	.10	.10	.10	.10	.10	.10
*Reducers	...	...	.10	.10	.10	.10	.15	.15	.20	.35
Ret. Bends, Cl.	...	...	.15	.15	.20	.35	.45	.55	.80
Tees	.....	.15	.10	.10	.10	.10	.15	.20	.30	.50
Tees, 4-way	...	...	.10	.15	.20	.30	.50	.70	1.15
*Tees, Red.	..	...	.15	.15	.15	.20	.35	.35	.45	.75
Unions	.....	.15	.15	.20	.20	.25	.30	.40	.50	.65
Galvanized—										
Bushings	....	...	.10	.10	.10	.10	.10	.15	.15	.20	.30
Caps	.....	.10	.10	.10	.10	.10	.15	.25	.30	.45
Couplings	...	.10	.10	.10	.15	.20	.25	.35	.45	.55
Crosses	.....	...	.15	.15	.25	.35	.50	.60	.80	1.25
Elbows, 90 dg.	.15	.10	.10	.10	.15	.20	.30	.35	.60
Elbows, 45 dg.	...	.10	.10	.10	.15	.25	.45	.50	.70
Elbows, Red.	..	.10	.10	.15	.20	.25	.35	.45	.80
Elbows, S. O.	...	...	.10	.15	.25	.40	.60	.75	1.30
Elbows, Street	.20	.10	.10	.15	.20	.25	.35	.40	.80
Floor Flanges.	...	.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	...	.10	.10	.10	.10	.10	.15	.20	.20	.30
Plugs	.....	.10	.10	.10	.10	.10	.10	.15	.20
*Reducers	...	...	.10	.10	.10	.15	.20	.25	.30	.50
Ret. Bends Cl.	...	...	.20	.25	.30	.50	.75	.90	1.45
Tees	.....	.15	.10	.15	.15	.15	.20	.35	.50	.85
Tees, 4-way	...	...	...	.15	.20	.25	.45	.70	1.00	1.70
*Tees, Red.	..	...	.20	.20	.25	.30	.45	.55	.70	1.20
Unions	.....	.25	.25	.25	.30	.35	.45	.60	.75	.95

NIPPLES—Black—

Close	.....	.10	.10	.10	.10	.10	.10	.10	.10	.15
Long	.....	.10	.10	.10	.10	.10	.10	.15	.15	.15
4-inch Long.	.10	.10	.10	.10	.10	.15	.15	.15	.20
5-inch Long.	.10	.10	.10	.10	.10	.15	.20	.20	.25
6-inch Long.	.10	.10	.10	.10	.15	.15	.20	.25	.30
Galvanized—									
Close	.....	.10	.10	.10	.10	.10	.10	.15	.20	.25
Long	.....	.10	.10	.10	.10	.10	.15	.15	.20	.25
4-inch Long.	.15	.15	.15	.15	.10	.15	.20	.25	.30
5-inch Long.	.15	.15	.15	.15	.15	.20	.25	.30	.35
6-inch Long.	.15	.15	.15	.15	.15	.25	.30	.35	.40

Bushings	.....	.25	.30	.40	.50
Caps	.....	.45	.65	.80	1.05
Couplings	.....	.55	.80	1.10	1.35
Crosses	.....	1.30	2.15	2.35	4.10
Elbows, 90 degree	.....	.70	1.10	1.45	2.30
Elbows, 45 degree	.....	.75	1.05	1.45	2.10
Plugs	.....	.20	.25	.40	.45
*Reducers	.....	.60	.85	1.15	1.45
Tees	.....	.85	1.30	1.75	2.75
Unions	.....	1.30	1.80	3.10	3.75
8-inch long	.....	.75	.95	1.20	1.35

NIPPLES—

Close	.....	.30	.35	.50	.60
5-inch long	.....	.40	.50	.80	.95
6-inch long	.....	.50	.60	.80	.95
10-inch long	.....	.95	1.20	1.35	1.60

*Reducers and Reducing Tees 1-inch and larger reducing to ½-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 8-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $27.00; .32 Cal. $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Block-Bailey—No. 185, $2.75 each; 195, $3.00; 210, $3.15; 240, $3.60; 18, $3.50; 19, $3.60.

Block, Stanley—No. 60, $3.15 each; 60½, $3.00; 61, $2.75; 65, $3.75; 101, 55c; 102, $1.05; 103, $1.40; 110, $1.40; 120, $2.00; 130, $1.95; 131, $3.25; 203, $1.75; 220, $2.65.

Iron, Bailey—No. 2, $4.65 each; 3, $5.00; 4, $5.40; 4½, $6.15; 5, $6.15; 5½, $7.00; 6 $8.00; 7, $9.00; 8, $10.75; 3C, $5.00; 4C, $5.75; 4½C, $6.50; 5C, $6.50; 5½C, $7.25; 6C, $8.25; 7C, $9.50; 8C, $11.25.

Iron, Stanley—No. 603, $5.50 each; 604, $6.00; 605, $7.00; 606, $9.00; 607, $10.50; 608, $12.25; 604C, $6.25; 605C, $7.25; 606C, $9.25; 607C, $10.75; 608C, $10.00.

Wood Bottom, Bailey—No. 22, $3.75 each; 24, $4.00; 26, $4.00; 27, $4.75; 28, $5.25; 29, $5.25; 30, $5.50; 31, $5.50; 32, $6.25; 35, $4.75; 36, $5.25.

Rabbet—No. 10, $8.25 each; 10½, $7.00; 75, $1.00; 78, $4.25; 90, $5.00; 92, $5.00; 98, $2.50; 99, $2.50; 140, $3.75; 190, $3.75; 191, $3.50; 192, $3.25.

PLATES—GAS, HOT—No. 501, $3.75 each; 502, $6.00; 503, $9.25; 702, $8.75; 703, $12.75; 722, $9.75; 723, $13.75; 1001, $2.65; 1002, $4.35.

PLIERS—Klein's No. 201—6-inch, $3.90 each; 7-inch, $4.50; 8-inch, $4.75; 9-inch, $6.00. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 86, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $3.75; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25. 37G, 12-inch, $4.25; 18-inch, $6.25. 34V, 4-inch, $1.80; 6-inch, $2.25; 8-inch, $3.00; 10-inch, $3.85.

Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.50; 3, $3.00; 8, $3.85; 13, 26-in., $3.50; 28-in., $3.75; 30-in., $3.75. No. 15, 26-in., $4.25; 28-in., $4.50; 30-in., $4.50. No. 30, $3.75; 35, $3.25; 45½, $5.25. No. 93, 26-in., $5.00; 28-in., $5.25; 30-in., $5.50. No. 95, $8.25; 96, $10.00; 102, 80c; 104, $1.15.

Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch, 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	**$ .75**	**8-inch**	**.95**
For 35	**.50**	**10-inch**	**1.10**
Nos. 11 and 15, 2-in.	**.55**	**No. 75**	**$.25**
3-inch	**.60**	**No. 60**	**1.00**
4-inch	**.65**	**No. 80**	**.85**
5-inch	**.75**	**No. 81**	**.95**
6-inch	**.85**		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline. C & L.			
21	.....	15.25	
71	.....	19.50	
72	.....	18.00	
5	.....	18.00	
1	.....	19.50	
Watering Galvanized			
4 Quart	.....	1.00	
6 Quart	.....	1.25	
8 Quart	.....	1.40	
10 Quart	.....	1.60	
12 Quart	.....	1.85	
16 Quart	.....	2.25	
Tin			
4 Quart	.....	.85	
6 Quart	.....	1.00	
8 Quart	.....	1.25	
10 Quart	.....	1.60	

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.50; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, for wire rope, $3.00.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $5.00; 2, $5.40; 3, $6.10; 4, $7.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 16-in., $2.60.

RAZORS (SAFETY)—

No.		No.	
Eveready			
700, each	1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.85
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
480 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B, Blades, pkg.	.50
12 X B, Blades, pkg	1.00		
AutoStrop			
1, set	5.00	2541, set	5.00
15, set	6.00	600 B, Blades, pkg.	1.00
25, set	6.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each		Each.
Pocket Positive	30.00	324 B	17.25
Police Positive Special	32.50	343, 353	17.75
Police Positive Target	35.25	343 B, 353 B	18.00
Army Special	34.00	344, 354	18.00
New Service	38.00	344 B, 354 B	16.50
Single Action	36.75	364 B	19.25
Harrington & Richardson		365 B	19.50
203, 223	11.50	**Smith & Wesson—**	
203 B, 223 B	12.00		
204, 224	12.00	1905 Military, Police	34.50
204 B, 224 B	12.50	Regulation Police	32.50
263, 273	12.50	1903 Hand Ejector	30.50
263 B, 273 B	12.75	38 S. & W. Perfected	30.50
264, 274	12.75	1908 Military	35.00
264 B, 274 B	13.00	1911 Target	35.00
Iver Johnson—		New Departure 38	30.50
300, 303, 323	16.50		
300 B, 303 B	16.75	**Marlin—**	
304	16.75	20 TD—Octagon Brl.	18.50
		27 TD—Round Brl.	21.80
		TD—Octagon Barrel	24.55
		29 TD—Round Brl.	15.60
		1897 TD—Round Brl.	22.75
		TD—Octagon Barrel	24.80
		Remington—	
		4 TD—Octagon Brl.	15.54
		6 TD—Round Brl.	10.46
		8 A TD—Round Brl.	73.27
		12 TD—Round Brl.	28.48
		TD—Octagon Brl.	31.95
		14 A TD—Standard	58.36
		TD—Carbine	57.25
		16 A TD—Standard	44.61
		Savage —	
		1899 250-3000	60.00

RIFLES—No. and Model—

Daisy Air—	Each		
25	5.25	1899 TD, Feath'wt	55.00
40	5.25	189 SF	48.00
3	3.00	1904 TD, Single shot	9.75
80	2.85	1914 TD, Hammerless	28.50
11	2.35	**Stevens—**	
12	2.00	Little Scout	7.50
King Air—		Crack Shot	9.50
4	2.95	Marksman	11.00
5	3.15	Favorite	13.00
21	2.00	70 TD, .22	19.00
22	2.35	1919, .22	26.75
304 B	17.25	**Winchester—**	
328 B	17.00	1886 SF—Round Brl.	49.00
324	17.00	TD—Round Brl.	64.80
		1890 TD—Oct. Fancy	57.50
		TD—Oct. Plain	31.50
		1892 SF—Round Brl.	37.50
		SF—Oct. Brl.	39.40
		TD—Oct. Brl.	45.75
		SW—Carbine	33.55
		1894 SF—Round Brl.	40.85
		SF—Oct. Brl.	42.60
		SF—Carbine	36.85
		TD—Oct. Brl.	54.50
		1895 SF	58.15
		1895—Govt. Model	58.15
		1895 TD	67.10
		1902 TD—22	10.50
		1903 TD—Plain	44.80
		1903 TD—Fancy	69.00
		1904 TD .22	12.60
		1906 TD	28.55
		1907 TD	61.50

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98. 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8 "	.30	.55	8 "	.30	.55
9 "	.30	.55	9 "	.30	.55
10 "	.30	.55	10 "	.30	.55
12 "	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 25c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 25c; 10, 25c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 15c ft.; 3, ⅜-inch, Steel, Brass Plated, 10c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper).

ROPE—Cotton, Thread—3-16, 55c; ¼ to 5-16, 55c lb.; ⅜ to ¾, 55c; ⅞ to 1, 70c.
Manila—Base, 24c lb.
Sisal—Base, 25c lb.

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 65c each: 372 (36½), 90c; 386 (32), 95c; 388 (32½), $1.35; 465 (69), 25c; 651 (68), 35c; 702 (18), 50c; 751 (61), 40c; 761 (63), 50c; 762B (7), $1.35; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½), $1.50; 871 (52), 90c; 881 (54), $1.10; 3851 (66½), 75c; 3861 (66¼), 85c; 3881 (66¾), $1.85.
Rules, Steel—No. 17, Blacksmiths, 90c each; 041, Pocket, 25c; 1131, 1141, Zig-Zag, 25c; 1132, 1142, Zig-Zag, $1.35; 1148, Zig-Zag, $2.00.

RULES, ZIG-ZAG—Lufkin, Stanley—No. 804F, 40c each; No. 806F, 60c; 8513 (03), 30c; 8514 (04), 40c; 8515 (05), 50c; 8516 (06), 65c; 8518 (08), 80c; 8523 (403F), 30c; 8524 (404F), 40c; 8525 (405F), 50c; 8526 (406F), 65c; 8613 (103), 35c; 8614 (104), 45c; 8615 (105), 55c; 8616 (106), 65c; 8624 (854F), 45c; 8626 (856F), 65c.

SAWS—One Man—Cross-cut—

	Disston		Chinook	Royal Chinook
3½ ft.	4.75	5 ft.	8.25	.....
4 ft.	5.25	5½ ft.	8.50	.....
4½ ft.	6.00	6 ft.	9.25	11.50
5 ft.	6.75	6½ ft.	10.50	13.00
5½ ft.	7.00	7 ft.	11.50	14.00
		7½ ft.	12.50	15.25

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

12 Disston or 69 Atkins		20 inch	3.85
18 inch	3.70	22 inch	3.10
20 inch	4.00	24 inch	3.40
22 inch	4.35	26 inch	3.60
24 inch	4.70	28 inch	4.00
26 inch	5.10	**No. 120 Disston**	
28 inch	5.50	26 inch	6.20
No. D8 Disston or 51 Atkins		28 inch	6.60
18 inch	3.10	**No. 112 Disston**	
20 inch	3.50	26 inch	5.25
22 inch	3.65	28 inch	5.60
24 inch	3.75	**No. D 100 or No. D 20 Disston**	
26 inch	3.95		
28 inch	4.45	26 inch	4.35
No. 7 Disston		28 inch	4.85
18 inch	2.65		

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	**Kitchen No. 2**	
24-inch	4.25	12-inch	.55
26-inch	4.75	14-inch	.65
28-inch	5.50	16-inch	.75
Butcher No. 10		**Mitre**	
16-inch	1.90	24-inch	5.25
18-inch	2.00	26-inch	5.75
20-inch	2.15	28-inch	6.50
22-inch	2.25		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete
No. 3 ..... 2.50

Pruning
No. 50 California, 12 in. 1.35

Buck—
Com Sgl Brace V tooth 1.75
Com Dbl Brace Tuttle tooth 2.50
Com Dbl Brace V tooth 2.75
No. 150 Special 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch 3.00
Disston, No. 10, 14-inch 3.25

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

X CUT—

Morrill No. 3	1.30
Baker No. 3	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	4.75
Morin No. 2½	6.00
Morin No. 3	2.00

SAW TOOLS—

Clipper Outfit	.75

Morrill's Raker Gauge—

No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage ..	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf ...	.75
Jointers No. 7 Sterns.	.70

Setting Tool Disston—

No. 100	.80

No. 4 Setting Blocks—

No. 4 Blocks, Morin ..	1.85
Swages No. 0 Disst ...	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SCALES—Family, testing without scoop, $3.75; with scoop, $4.50; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50.
Spring Balance, No. 50, 25c each; 51, 50c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7⅛ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.

Wiss—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, 1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine, Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.25	.30	.35	.40	...
4	.30	.35	.40	.45	.55
6	.40	.45	.50	.55	.70
8	.60	.70	.75	.85	1.00
10	.85	.95	1.10	1.25	1.55
12	1.10	1.25	1.40	1.55	1.85
14	1.40	1.60	1.85	2.10	2.50
16	2.20	2.40	2.65	2.85	3.30
18	2.75	3.10	3.40	3.70	4.30
20	3.45	3.75	4.15	4.50	5.25

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
2	.20	.20	.20	...
4	.20	.20	.20	.25
6	.20	.20	.25	.30
8	.25	.25	.30	.35
10	.35	.35	.40	.50
12	.40	.45	.45	.55
14	.50	.50	.55	.65
16	...	.65	.65	.70
18	...	...	.90	.95
20	...	...	...	1.15

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
4	.60	.85	....	....	....
6	.90	1.15	1.45	1.75	2.05
8	1.20	1.45	1.75	2.05	2.60
10	1.75	2.00	2.30	2.60	3.20
12	2.15	2.45	2.80	3.20	3.85
14	2.80	3.10	3.50	3.85	4.75
16	3.70	4.15	4.65	5.25	6.45
18	4.75	5.20	5.80	6.45	8.25
20	6.00	6.75	7.50	8.25	....
4	.30	.35	....	....	....

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.30	.35	.40	.50
⅞	.30	.30	.35	.45	.50
1	.30	.30	.35	.45	.55
1¼	.30	.35	.40	.50	.60
1½	.35	.35	.40	.50	.65
1¾	.35	.40	.45	.55	.70
2	.40	.45	.50	.60	.75
2¼	.45	.50	.50	.65	.80
2½	.50	.55	.55	.70	.80
3	.55	.60	.65	.75	.95
3½	...	...	...	.90	1.10
4	...	...	...	1.00	1.25

Length	⅝-in.	¾-in.	⅞-in.	1
1	.85	1.15	1.65	....
1¼	.85	1.15	1.65	....
1½	.90	1.25	1.65	....
1¾	.95	1.30	1.80	2.05
2	1.05	1.40	1.90	2.25
2¼	1.15	1.50	2.00	2.50
2½	1.25	1.60	2.15	2.65
3	1.40	1.85	2.35	3.05
3½	1.55	2.15	2.70	3.50
4	1.80	2.45	3.00	3.90

S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.45	...	...
⅞	.35	.40	.45	.60	.65
1	.35	.40	.45	.65	.65
1¼	.35	.45	.50	.65	.75
1½	.40	.45	.50	.75	.80
1¾	.45	.50	.55	.80	.85
2	.45	.55	.60	.85	.95
2¼	.55	.60	.65	.90	1.00
2½	.60	.65	.70	1.00	1.10
2¾	.65	.70	.75	1.05	1.15
3	.70	.75	.80	1.10	1.20
3½	.80	.90	.95	1.25	1.40
4	.90	1.00	1.10	1.40	1.55

Length	9-16-in.	⅝-in.	¾-in.
1	1.10	....	....
1¼	1.10	....	....
1½	1.15	1.30	1.55
1¾	1.20	1.45	1.65
2	1.30	1.55	1.75
2¼	1.40	1.65	1.85
2½	1.55	1.75	2.00
2¾	1.65	1.90	2.15
3	1.70	2.00	2.35
3½	1.95	2.30	2.70
4	2.25	2.65	3.00

Square Head, V or U. S. S. Thread—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.20	.20	.25	.30	.35
¾	.20	.25	.25	.30	.35
⅞	.20	.25	.25	.30	.35
1	.25	.25	.30	.30	.40
1¼	.25	.25	.30	.35	.45
1½	.25	.30	.30	.40	.45
1¾	.30	.30	.35	.45	.55
2	.35	.35	.40	.50	.60
2¼	.40	.40	.45	.60	.70
2½	.45	.45	.50	.65	.75
3	.55	.55	.65	.75	.90
3½	...	...	...	.80	1.05
4	...	...	...	.90	1.20

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.50	....	....	....
⅞	.55	....	....	....
1	.60	1.00	....	....
1¼	.65	1.10	1.55	....
1½	.75	1.20	1.65	2.20
1¾	.80	1.30	1.80	2.40
2	.90	1.40	1.95	2.60
2¼	.95	1.45	2.10	2.80
2½	1.05	1.55	2.25	3.00
3	1.20	1.75	2.55	3.40
3½	1.35	1.95	2.85	3.80
4	1.50	2.20	3.15	4.20

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

Wood—Brass, Flat or Round Head—

	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.50	.50	.55	...	...	...	...
1	.50	.50	.55	.55	...	...	...
2	.50	.55	.55	.60	.65	.80	...

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
3.....	.55	.55	.60	.65	.70	.85	.95
4.....	.55	.60	.65	.70	.75	.90	1.00
5.....	.60	.65	.70	.75	.80	.95	1.05
6.....	...	.70	.75	.80	.85	1.00	1.10
7.....	...	.75	.80	.90	.95	1.05	1.20
8.....	...	.85	.95	1.05	1.15	1.25	1.40
9.....	...	...	1.05	1.20	1.30	1.40	1.60
10.....	...	...	1.20	1.35	1.50	1.65	1.75
11.....	...	...	...	1.50	1.70	1.90	2.05
12.....	...	...	...	1.70	1.90	2.10	2.30
13.....	...	...	...	1.90	2.10	2.30	2.55
14.....	...	...	...	2.10	2.30	2.55	2.85
15.....	...	...	...	2.30	2.55	2.85	3.15
16.....	...	...	...	2.55	2.85	3.15	3.75

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3.....	1.20	....	....	....	....	....	....
4.....	1.25	1.65	....	....	....	....	....
5.....	1.30	1.70	....	....	....	....	....
6.....	1.35	1.75	....	....	....	....	....
7.....	1.40	1.80	2.25	2.95	....	....	....
8.....	1.60	1.85	2.30	3.00	....	....	....
9.....	1.80	2.05	2.35	3.05	....	5.30	....
10.....	1.95	2.40	2.65	3.10	3.95	5.35	....
11.....	2.30	2.60	3.00	3.45	4.10	5.40	7.85
12.....	2.60	3.00	3.40	3.85	4.45	5.45	7.90
13.....	3.00	3.35	3.75	4.25	4.95	5.55	7.95
14.....	3.30	3.75	4.15	4.75	5.50	6.05	8.00
15.....	3.70	4.30	4.85	5.50	6.05	6.70	8.20
16.....	4.05	4.70	5.35	5.85	6.75	....	....
17.....	....	5.15	5.90	6.40	7.30	....	....
18.....	....	6.10	7.00	7.80	8.65	....	....

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2..	.30	.30	...	...	...	...	...
3.....	.30	.30	.30	.30	.30	.30	.35
4.....	.30	.30	.30	.30	.30	.30	.35
5.....	...	.30	.30	.30	.35	.35	.35
6.....	...	.30	.35	.35	.35	.35	.40
7.....	...	.35	.35	.35	.35	.40	.40
8.....	...	.35	.35	.40	.40	.40	.45
9.....	...	.40	.40	.40	.40	.45	.45
10.....	...	...	.45	.45	.45	.45	.50
11.....	...	...	.45	.50	.45	.50	.55
12.....	...	...	.50	.50	.50	.55	.60
13.....	...	...	...	.55	.55	.60	.65
14.....	...	...	...	.55	.60	.65	.70
15.....	...	...	...	...	.65	.70	.80
16.....	...	...	...	...	.75	.80	1.00
17.....	...	...	...	...	...	...	1.10
18.....	...	...	...	...	...	...	1.15
20.....	...	...	...	...	...	...	1.40

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3.....	.35	.40	...	...	...	...	...
4.....	.40	.40	...	...	...	...	...
5.....	.40	.45	.50	.60	.65	.75	...
6.....	.45	.45	.55	.60	.65	.80	1.15
7.....	.45	.50	.60	.60	.70	.85	1.20
8.....	.45	.55	.60	.65	.70	.90	1.25
9.....	.50	.55	.65	.65	.75	.95	1.25
10.....	.55	.55	.65	.70	.80	.95	1.30
11.....	.55	.60	.70	.75	.85	1.00	1.30
12.....	.60	.65	.75	.80	.90	1.05	1.35
13.....	.70	.75	.80	.90	.95	1.10	1.35
14.....	.75	.80	.90	1.00	1.05	1.15	1.40
15.....	.85	.95	1.05	1.10	1.25	1.35	1.55
16.....	1.00	1.15	1.15	1.25	1.40	1.45	1.70
17.....	1.10	1.30	1.40	1.50	1.55	1.70	1.95
18.....	1.35	1.55	1.60	1.70	1.85	1.90	2.20
20.....	1.60	1.75	1.80	1.95	2.15	2.35	2.60

Round Head, Blued—Sell at 10 per cent ad ance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo) —

¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1¼..	.25	2.25	...	...	...	....	....	....	....	....
1½..	.25	2.25	.30	2.70	...	....	....	....	....	....
1¾..	.30	2.45	.35	2.95	...	....	....	....	....	....
2 ..	.30	2.45	.35	2.95	.50	4.10	.70	6.00	....	....
2½..	.30	2.65	.35	3.25	.50	4.50	.75	6.50	....	....
3 ..	.35	2.85	.40	3.50	.55	4.85	.80	7.00	1.15	9.90
3½..	.35	3.05	.45	3.75	.60	5.20	.85	7.50	1.20	10.60
4 ..	.35	3.25	.45	4.00	.65	5.55	.90	8.00	1.30	11.30
4½..	.40	3.45	.50	4.25	.70	5.90	.95	8.50	1.40	12.00
5 ..	.40	3.65	.50	4.55	.75	6.30	1.05	9.00	1.50	12.70
5½..	.45	3.85	.55	4.80	.75	6.65	1.10	9.50	1.55	13.40
6 ..	.45	4.05	.60	5.05	.80	7.00	1.15	10.00	1.60	14.10
6½..	...	....	.60	5.30	.85	7.35	1.20	10.50	1.70	14.80
7 ..	...	....	.65	5.55	.90	7.70	1.25	11.00	1.80	15.50
7½..	...	....	.70	5.85	.95	8.10	1.30	11.50	1.90	16.20
8 ..	...	....	.75	6.10	1.00	8.45	1.40	12.00	2.00	16.90
9 ..	...	....	...	....	1.05	9.15	1.50	13.00	2.10	18.30
10 ..	...	....	...	....	1.15	9.90	1.60	14.00	2.30	19.70
12 ..	...	....	...	....	1.25	11.30	1.85	16.00	2.60	22.50

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 180, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $3.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 15c; 10c full sheet.

Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 16c; 12c full sheet.

SHIELDS—Lag Screw — Expansion — SEBOO—Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.

Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.

Riveted Strap Back Black—Ames, $2.65 each.

Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.

Solid Socket—**Maynard—Black, $2.75 each; Polished, $3.00.**

Fire, Sheet Steel—**Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.**

Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75: Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—

No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50

Racer	6.75

Fire Fly—

No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—½ and ¼, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Baseb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	3.00
12-inch	2.75
Baseball Bats, league	1.75
Baseball Masks,	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	3.00
Handballs	.35
Boxing Gloves, 8-oz.	18.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	12.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAYERS—Myers' Bucket Pump, 8 lbs., $12.50 each; 6 lbs., $7.50. Hand—Faultless, 70c each; Misty, 85c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ⅜, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 20c each; 10-inch, 25c; 11-inch, 35c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10 inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 40c.

SPRINKLERS, LAWN—

Perforated Tube, Dew Drop, 7 feet long, **brass, $3.25 each;** 8 feet, $3.65; 8 feet, galvanized, $2.85.

Pluvius—Revolving Brass Spoon, **$1.15 each; Revolving** Arms, 6-inch, **$1.35; Revolving Arms, 11-inch, $2.50.**

Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.

Rose—3-inch perforated oblong plate spray, **$1.00 each.**

Ross—Perforated oblong plate spray, $1.00 each.

Thompson's—Twin, 40c each; Fountain, 50c; **Fan, 25c;** Simplex Circle, 40c; Shower, 50c; Peerless, 55c.

Will's Galvanized Pipe—6 feet, $2.50 each; 7 feet, $3.00, 8 feet, $3.25.

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RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%
Thickness Gauges, 50%
Gr. Flat Stock, 50%
Handy Equiv. Table, 50%
End Meas. Rods, 50%
Caliper Gauges, 50%
Micrometer Cases, 50%
Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1818, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00.

On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ⅛-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.

Gimp—⅛ lb. box, 2½, 5c; 3, 5c; 4, 5c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Double Pointed—Blued, ⅛ lb. papers. No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each
710	.60
713	.75
715	1.10
716	1.35
730	.75
733	1.25
735	1.50
736	1.85
Metallic	
500	3.25
503	4.50
505	5.65
506	7.25
Pocket	
143	.80
145	1.00
165	.25
3143	.55

Steel	
100	5.65
103	8.50
200	6.25
203	10.00
205	14.50
206	17.50
240	4.75
243	5.75
245	7.75
246	10.00
260	5.25
263	6.35
265	8.50
266	11.00
550	5.00
553	6.00
555	8.00
556	10.00
1240	4.75
1243C	5.65
1260	5.00
1263	6.25

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.85.

TAPE—Friction—⅛ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.30	16x18	57.25	67.35
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.25	23.70	16x24	71.85	83.60
9½x12	23.85	27.85	16x30	86.95	101.30
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	13-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.35
7x16	9.85	12.50	14.10

THERMOS—See Bottles.

THIMBLES—Steel—5x4-in., 25c; Red Clay, 20c; Terra Cotta, 45c.

TIN—

Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, 40c dozen.
Valley—14-inch, 15c per foot, $14.00 per roll; 20-inch, 22c per foot, $21.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	12.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.63	3.15	3.60
4-inch	2.97	3.50	3.65
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—CLayton & Lambert—No. 28, Alcohol, $5.75 each. Gasoline—No. 31, $11.00 each; 37, $9.75; 38, $10.25; 47, $12.75; 48, $13.25; 108, $11.00; 112, $10.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 30c; Avis 2, $2.50; $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, $2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No. 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No. 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Western, 25c each; Noxall, 25c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.50 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Cage, 30c. Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.35; Holdem, large, $1.65.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 50c lb. Budding, 50c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 60c; 24 BC, 60c; 36 BC, 55c.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Globe and		Standard Gate Valves—	
¼	1.05	¼	.60
⅜	1.05	⅜	.65
½	1.20	½	.80
¾	1.50	¾	1.05
1	2.00	1	1.45
1¼	2.75	1¼	2.00
1½	3.75	1½	2.85
2	5.35	2	4.25

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee

27	1.30
29	1.75
352	.95
354	1.30
356	1.65

Boilers, Wash Copper Bottom

IC 8	3.75
IC 9	4.00
IX 8	4.00
IX 9	4.25
IXX 8	5.50
IXX 9	5.75

Copper Rim

IX 8	5.00
IX 9	5.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.45

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.70
3	.95
30	.75
40	.85
600	1.05
650	1.40
675	1.60

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.75
102	4.85
103	5.25
1020	6.00
1040	7.85

Cans, Oil

30	.40
31	.50

Colanders

10	.30
12	.45
104	.45
306	.60

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

25	.15

Forks

419	.15
1197	.20
1198	.25
203	.65
206	.85
10, 15	.10
20	.15
30	.20
35	.25
235	1.35
335	1.65

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.40
200	.50
240	.70
280	.85

Ladles

010	.25
11	.30

Measures

63	.20
83	.30
85	.55
86	.75
122	.20
124	.25
126	.60

Moulds, All Kinds

1, Melon	1.10
3, Melon	1.50
4, Melon	1.75
10, Jelly	.25
20, Jelly	.35
61½, Cake	.45
63, Cake	.65

Pails, Dairy

IC, 6-qt.	.35
IC, 10-qt.	.45
IX, 10-qt.	.75
IX, 14-qt.	.90
IXX, 10-qt.	.95
IXX, 14-qt.	1.05
IXXX, 12-qt.	1.30
IXXX, 16-qt.	2.10
IXXXX, 18-qt.	2.35
IXXXX, 20-qt.	2.50

Pails, Fruit Picking

14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10-qt.	1.10
IX, 12-qt.	1.15
IXX, 12-qt.	1.55
IXX, 14-qt.	1.65
Gem, 12-qt.	1.50
Gem, 14-qt.	1.65

Pans, Bread

01, 110, 80	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.30
09	.45
012	.55

Pans, Cake Perfection

Round, 9¼-in.	.20
Round, 10¼-in.	.25
Square, 8½-in.	.25
Square, 9-in.	.35
Mt., 9½-in.	.25
Tube, Rd., 9½	.30
Tube, Sq., 9-in.	.50

Pans, Dish

8, IX Tin	.75
14	1.00
21	1.35

Pans, Milk IC, Plain

200, 201	.10
202, 203	.15
204	.20
205, 206	.25
208	.30
2100	.35

IC, Ret.

801, 802	.25
804	.35
806	.45
808	.50
3100	.60
3120	.80

Pans, Muffin

6	.25
9	.35
12	.45

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.40
14	.50
17	.60

IC, Ret.

8	.60
14	.80
17	1.00

Pans, Lipped Sauce

016	.40
020	.50
024	.70
028	.85

Pots, Coffee

1	.30
2	.40
4	.55

Pots, Tea

240	.25
241	.30
242	.40

Raisers, Bread

114	2.00
117	2.50

Scoops

2	.35
4	.55
12	.15
14	.20
20	.55
40	.80

Sieves, Flour

2, 316	.30
318	.35

Sifters, Flour

0	.40
1	.45
10	.70
Acme	.40
Nesco	.40
Shaker	.45

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.75
90	.95

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20
30	.25

Jelly

120	.25
160	.30

Milk

10	.35
121	.45
123	.60

Milk Can

011	1.00
33	.60
55	.85
60	2.10

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00

Samson

326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagners—

No. 18	10.00
No. 20	11.50
No. 24	13.00

Coaster—Star—

No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 24c; 2 White, 24c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WAX—Floor, 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $12.75.
Railroad—Bolted, $8.50 each; Stave, $7.25.
Steel Tray, Wood Frame—Star, $7.75 each.
Steel Tray and Frame—AX, $12.75 each; 4, $15.00; 5, $16.50; 10, $21.75; 25, Concrete, $15.00.

WICKS—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅝-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 20c.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Plain Fence. Galv.	Baling.
3 gauge	6.60	....	....
4	6.60	7.30	....
6-8-9	6.50	7.20	....
10	6.50	7.25	....
11	6.60	7.30	....
12	6.60	7.35	....
13	6.75	7.45	....
14	....	7.55	7.00
15	....	8.00	7.10
16	....	8.10	7.20
17	....	....	7.50
18	....	9.00	....

Barbed Fence—Glidden Pat., $6.50; Glidden Galv., $6.85; Baker Patent, $7.15; Baker Galv., $8.00; Waukegamito Galv., $8.50.

	Hog.	Cattle.
Am. Special Galv., 80-rod spools, each	4.75	4.55
Glidden, 80-rod spools, each	6.50	6.40

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 10c each.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 95c each.
Bowls, Chopping—11-inch, 35c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 8-oz. packages, 30c each.

WRINGERS—Mop—Vanco 78, $5.50; 88, $4.00; 89, $5.50.
Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.50; 0, $7.50; 8, $5.00.

WRENCHES—

	Agr.	Coes.	Crescent.	Stillson Trimo.	Barcalo N.	Barcalo Semi-fin.
6-inch	.85	1.65	1.00	1.50	1.35	1.25
8-inch	1.00	2.00	1.25	1.70	1.40	1.25
10-inch	1.25	2.50	1.50	1.90	1.75	1.50
12-inch	1.50	2.50	2.25	....	2.65	2.00
15-inch	2.00	3.50	3.40	....	4.00	2.75
18-inch	....	4.50	....	....	....	4.00
21-inch	....	5.50	....	10.80	....	6.00

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb.

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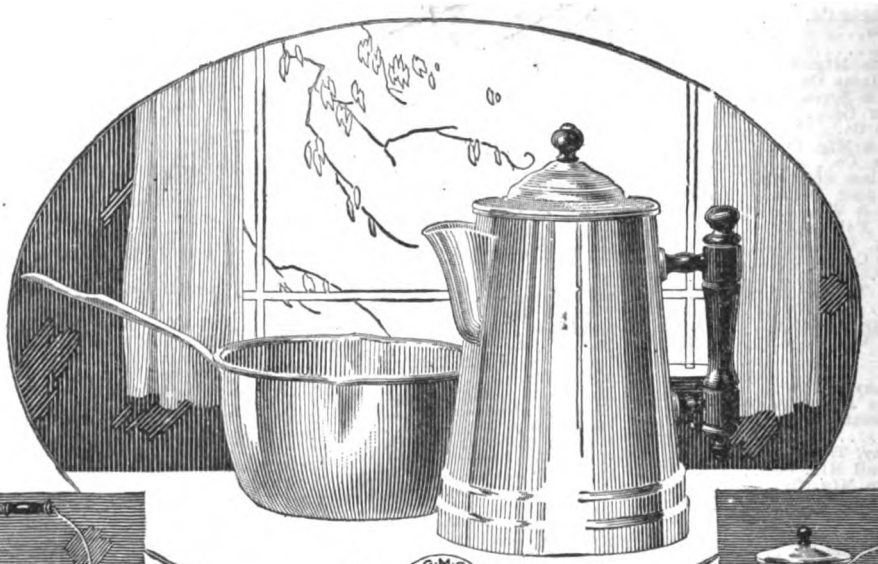
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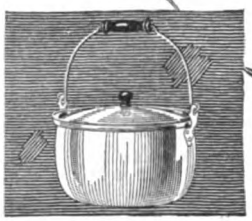
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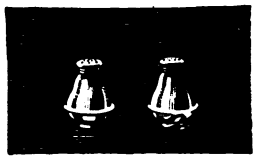




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For Quick Turnover and Repeat Sales





The present-day buying trend in cooking ware is toward aluminum. And the popular demand of women who choose aluminum is for VIKO—The Popular Aluminum.

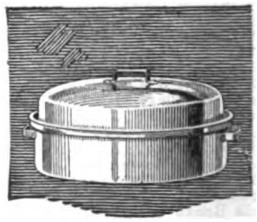
Women are quick to realize the advantages of aluminum ware for cooking. They appreciate its light weight, its attractive appearance, its durability.

And they know through experience that VIKO, The Popular Aluminum, combines all the desirable features of fine aluminum with modern methods of manufacture, which makes Viko high in quality but popular in price.

Put the Viko line in your store. Cash in on the present-day demand of the modern woman. Viko sales are easy to make and they bring repeat orders. For full information—

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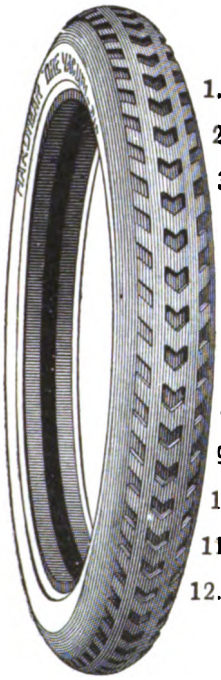
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3. Guarantee 6000 Fabrics, 8000 Cords
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7. Hand-Made
8. Best Quality Materials
9. Sold exclusively to Hardware Trade
10. Lowest List Price with widest dealer's margin
11. Non-skid combining best points of all others
12. Exceptional appearance; Black Tread and White Sides

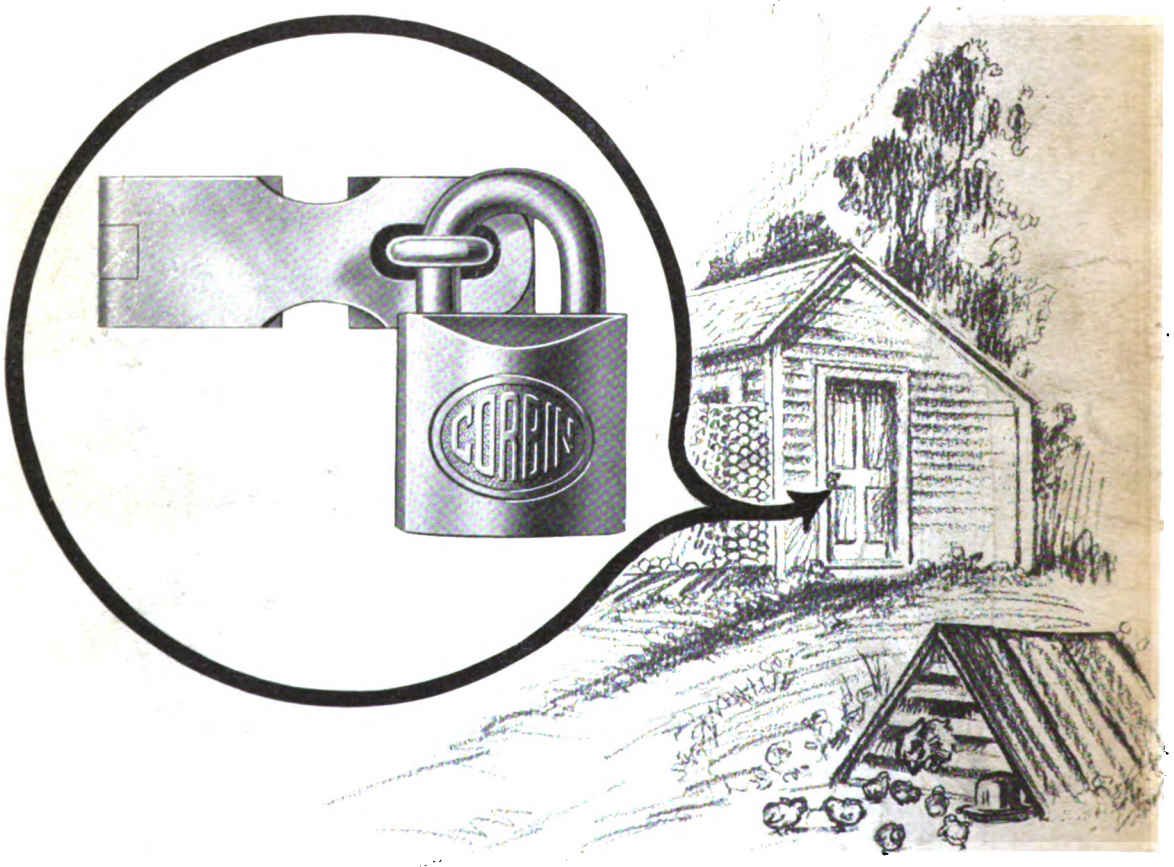
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